



Driving
clean energy
forward

Sales Manager (m/f/d)

McPhy Energy Deutschland GmbH is a wholly owned subsidiary of France-based French listed company McPhy Energy SA, a European provider of hydrogen system solutions for industrial, mobility and power applications (power-to-gas, power-to-Fuel). The product portfolio includes alkaline high-pressure electrolyzers and innovative hydrogen refuelling stations. The company focuses on renewable energies and traditional industrial markets with offices in France, Germany and Italy and employs 100 people worldwide. Due to a strong growth, we are looking for an experienced **Sales Manager H2 Mobility Germany & Central Europe (m/f/d)** for our competence center in **Wildau (near Berlin)**.

Your responsibilities

- Identification H2 opportunities in Germany and Central Europe for H2 opportunities / tenders with focus on mobility application
- Evaluation of market for tenders for H2 projects
- Preparation of yearly order forecasts and project overview to create transparency to the H2 market
- Market screening and Win/Loss analysis to facilitate a competitor benchmarking
- Identification and development of new sales channels
- Leading sales projects including the McPhy approval process
- Evaluation of tenders and preparation of competitive offers with the support of the tendering manager
- Coordination of tendering team
- Lead of negotiations and negotiation teams
- Evaluation and negotiation of contracts with support of the company lawyer

Your profile

- Engineering or commercial university degree with a very strong technical understanding or commercial respectively
- Experience or strong interest in renewable energy and decarbonization
- Several years of proven professional experience as Sales Manager
- Excellent experiences in tender processes, sales processes and infrastructure sales
- Proficient in MS Office
- Fluent in English and German, French language skills appreciated
- Strong negotiation, communication and interpersonal skills
- Demonstrable experience in a fast-paced environment and achieving targets

Let's get in touch!

If you want to solve responsible tasks independently in a small team with flat hierarchies and want to work in an innovative environment, please send your complete application documents including your salary expectations and your earliest possible start date, to **Mario Josic** via E-mail (**bewerbung@mcphy.com**).



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