

Sales Engineer

La Rochelle (Lagord), France

About Genevos – Decarbonising the maritime sector

A unique opportunity to play a key role in the innovation of zero emission hydrogen electric power solutions to replace fossil fuels on board vessels.

Genevos is in the process of developing and commercialising plug-and-play marine fuel cells to facilitate the sector's transition to clean energy. These Hydrogen Power Modules offer a scalable solution that can be applied across the maritime sector from small to large vessels.

Culture

Genevos is driven by a strong team of self-driven individuals who take initiative in their work, are creative and thrive off solving engineering challenges.

If you are passionate about enabling positive environmental change and are looking to play a key role in a new, future-power market, then Genevos could offer you the adventure and fulfilment that you are looking for.

The Role

Genevos is in the process of recruiting a Sales Engineer that will be responsible for providing technical and commercial expertise to support client and market development. The focus will be on promoting and selling our hydrogen fuel cell solutions to a diverse range of clients in key segments including USVs, workboats, ferries, and leisure craft.

The ideal candidate will be able to demonstrate a proven track record of business development, multiple-project management, have experience in the maritime sector, and be proficient in English and French. Understanding of hydrogen and fuel cells a bonus.

Reporting directly to the Director of Sales, the Sales Engineer will be responsible for the following tasks:

- Collaborate with the Director of Sales to develop and execute sales strategies for our solutions.
- Build market studies on key countries for future development: main operators and shipowners, potential customers, opportunities, current and coming fleet, competition etc.
- Provide technical expertise and support to the sales team, including product presentations, demonstrations, and technical training.
- Serve as the primary technical point of contact for customers, addressing enquiries, providing solutions, and resolving technical issues.
- Conduct technical feasibility studies and evaluations to assess customer requirements and propose appropriate solutions.
- Prepare and deliver technical proposals and quotations, in collaboration with the sales team.

- Participate in industry events, conferences, and trade shows to promote our technology and build relationships with potential customers.
- Stay informed about industry trends, competitive landscape, and emerging technologies related to hydrogen.

Required Experience / Qualifications

- Master degree in Engineering with commercial qualifications a bonus.
- 3 to 5 years of experience in technical sales within the maritime industry.
- Understanding of hydrogen fuel cell technology, including system components, operation principles, and applications a bonus.
- Excellent communication skills, with the ability to effectively convey technical information to diverse audiences.
- Proven track record in sales, with the ability to identify opportunities, (negotiate contracts, and close deals).
- Fluency in English and French, other languages an asset.

Required Social Skills

- Excellent interpersonal skills and a strong sense of ethics;
- Self-organised: able to multi-task, prioritize, and manage time effectively
- Ability to work independently and collaboratively in a fast-paced environment.
- Willingness to travel as needed to meet with customers and attend industry events.
- Positive approach: motivated and energetic
- Proficient communicator: excellent written and verbal communication skills. Timely responsiveness and professional communications
- Project management: strong organisational and project management skills for managing multiple projects
- Problem-solver: target-oriented, with analytic problem-solving capabilities in line with business objectives and strategy

Additional Information

- Work Location: La Rochelle - Charentes-Maritimes. The offices are currently located in Atlantech's low-carbon building in Lagord - a 15-minute cycle from the centre of La Rochelle.
- Contract: Permanent & full time (CDI).
- Salary package: to be negotiated depending on profile & experience.
- Start: Immediate.
- Only qualified applications will be considered.

Contact

If you are interested in applying for this role, please send you CV and covering letter to [**careers@genevos.com**](mailto:careers@genevos.com)