



Electrochaea Seeks Sales Engineer to Expand its North American Team

Opportunity

Electrochaea Corporation has an immediate opening for a Sales Engineer to support and convert its customer pipeline for biomethanation projects to produce renewable natural gas (RNG). This position is responsible for securing contracts for deployment of our biomethanation technology through both direct-customer engagement as well as collaboration with channel partners and engineering/EPC firms essential to the successful deployment of our technology. Our technology provides breakthrough RNG production potential for utilities, landfills, waste-water treatment plants, industrial plants and other sources of climate-disturbing CO₂.

Company Overview

From its Munich Germany headquarters, Electrochaea has invested over \$40 million to validate its biomethanation technology as a compelling solution for utility-scale energy storage, grid balancing, and carbon recycling. We are commercializing this power-to-gas technology in markets with greatest urgency to decarbonize the gas grid, to reduce the unnecessary emission of CO₂, and to develop energy storage technologies to maximally utilize renewable energy sources such as from solar and wind.

Its North American team has developed a robust and growing pipeline of opportunities. The announcement of our most recent fund-raising will provide further opportunities to engage the market with our technology.

What you'll do:

- Focus on sales and marketing efforts within assigned market segment(s) by forging relationships with key decision makers and assisting the team in securing commercial relationship for Electrochaea's technology, including: (a) exploratory discussions and market development, (b) assessment of client operational information and requirements, (c) "voice of Electrochaea" on value proposition and risk management, and (d) finalize customer agreements for licensing of our technology. Expectation is that candidates would be prepared to lead sales and marketing efforts in assigned market segments within twelve months.
- Maintain and expand customer base, and identify new clients and opportunities by researching the market, attending industry events and otherwise cultivating current and new potential customers.

- Interface with direct customers, channel partners, representative industry associations and advocacy groups, and relevant service providers (e.g., engineering, regulatory, other project specific capabilities).
- Communicate the value of Electrochaea technology and offerings in a manner that resonates with all functional executives within our clients' organizations.
- Pursue new customer segments and potential channels-to-market, including limited exclusive or strategic relationships.
- Work as part of a cross-functional project development team that includes project finance, operations, legal, marketing and communications to secure new business and ensure delighted customers

How you'll work:

- As a growth-stage company, Electrochaea's team requires significant independent and inter-dependent work by its team members, both across the North American and European teams.
- That our company spans Europe and North America requires mutual accommodation of differing time zones.
- Travel is required, as would be expected for a customer-focused Sales Engineering role
- Remote intracompany communication resulting from Electrochaea's geographically distributed team and potential pandemic-related travel restrictions, requires expert telecommunications skills, good planning and adept on-screen presence.

What you'll bring:

- 10+ years' technical, consultative sales
- "Anchor" industry experience in priority area for Electrochaea (e.g., utilities, landfills, biogas, industrial gas, renewables project development); as such, long purchase cycles and decision complexity
- Engineering education, preferably process, environmental, project, mechanical, chemical; MBA preferred
- Prepared for thriving, high-growth, ambiguous market environment
- Robustly effective working independently and inter-dependently.

Interested?

Please contact Joe Feldman, EVP North American Business Development at joe.feldman@electrochaea.com with resume/CV, expression of interest/qualification and availability.