

HTEC is Growing

Who Are We?

HTEC is a leading organization in the clean energy sector. For the last several years, we have been focused on the transition to hydrogen fueled transportation infrastructure, specifically on solutions to supply hydrogen to both new retail fuel markets, and existing wholesale markets.

As part of our growth strategy, we are looking to add a **Business Development Manager** who will help us continue to scale and grow our partnerships within the rapidly expanding North American hydrogen market. Our current partnerships include Shell, Hyundai, Toyota and Air Liquide, global organizations that span multiple sectors.

You are an individual who has a successful track record in driving growth through B2B sales and forging strong client partnerships. You have a passion for driving change and supporting the deployment of clean energy technologies and will find the variety of projects and constant learning to be energizing and exciting. As a dynamic and self-driven individual, you will translate your past experience into success at HTEC through the development of new markets.

Key Responsibilities

- Drive business strategy, sales processes, structure, and best practices for the sales organization and across the company.
- Lead the content creation and development of proposals and presentations for new business opportunities and partnerships.
- Support deal structure and pricing with business value analysis; negotiate prices for proactive bids and proposals.
- Manage proposal response and customer relationship management process.
- Provide industry trend updates, track revenue and order book performance, and report metrics to the HTEC Management team.

Key Requirements

- Minimum of 3 years work experience in business development. We are open to more experienced candidates as well.
- Minimum post-secondary education.
- Technical / Engineering considered an asset, but not required.
- Experience in the clean energy sector is a definite asset
- Strong negotiation skills
- Strong presentation skills – both verbal and written communication
- Excel and Word proficiency for data analysis, forecasting, and budgeting
- Proven ability to plan and manage resources

HTEC Core Values

Pioneers for the People

- We accept it's tough trying to change the world for the better.
- We apply our innovative ideas, energy and skills to the pursuit of a low-carbon future.
- We challenge the status quo in pursuit of better solutions while keeping an eye on the risks we face.

Balanced is Best

- We work hard to get the job done, and, balance the demands of work, life and a sustainable environment.
- We speak up with differing opinions and recognize the value of diversity.
- We are quietly confident, openly humble, support each other, and, step up to lead when needed.

Attitude is Everything

- We recognize the best safety program is realized when everyone has the right attitude.
- We say yes when others say no & are dedicated to delivering on our promises.
- We see challenges and failure as opportunities, have fun, and celebrate success.

Why Work for HTEC?

- **MAKE AN IMPACT:** We are passionate about what we do, about clean energy, and about ensuring BC companies play an important role in the sector. If meaningful work and having a strong sense of purpose is important to you, HTEC is the right place.
- **LEARN FROM EXPERTS IN THE FIELD:** We are committed to providing strong mentorship to the expanding HTEC team and will work to ensure our team members have development and growth opportunities.
- **GROWTH OPPORTUNITY:** We are a small team and have an incredible opportunity for growth in front of us. As an early hire you can join us at the ground level and can help us shape and grow HTEC's future.
- **WE VALUE WORK-LIFE BALANCE:** Are you tired of working in a cubicle and having to work according to the 'old' rules? We believe that balance in life is important. We are progressive and open to flexible work arrangements.
- **WE ACT WITH INTEGRITY AND RESPECT:** We work hard to create a positive atmosphere both within our own workplace and in working with clients.
- **COMPENSATION:** HTEC is offering a competitive compensation package that includes a bonus plan.

Find out more about HTEC at www.htec.ca