



GRZ Technologies Ltd. is a start-up company active in the field of energy technology. Backed by several industrial partners, we develop hydrogen storage and compression systems. Our site is in Avenches (Switzerland) and easily accessible by public transport.

We offer a pleasant working environment in a dynamic, innovative, and international team. We cultivate an entrepreneurial spirit and are oriented towards the development of our collaborators in order to achieve our ambitious goals.

Since the company is in a phase of rapid growth, many opportunities for professional development exist. To expand our team, we are looking for a

Sales Engineer (m/f, 100%)

Your primary activities in the company will be:

- The key account management for selected GRZ Official Partners and direct customers
- Prepare sales and marketing activities with GRZ Official Partners
- Follow-up on incoming sales leads and support new customers during the onboarding process
- Present our solutions to prospective customers and partners
- Lead the commercial and technical discussions from the first contact to successful deployment
- Preparation of offers with detailed technical information, including the follow-up
- Support the preparation of general marketing documents (presentations, flyers, brochures...)
- Independently carry out sales-related projects for clients such as feasibility studies
- Build and promote strong, long-lasting customer relationships and nurture the sales pipeline

You should have a rounded profile and ideally:

- Have a degree in business or engineering as well as successful previous experience in a similar role in the field of energy, hydrogen, or gases
- Experience working for an OEM in a technical sales role is an advantage
- Have the ability to navigate complex customer/partner organization structure to drive sales goals
- Be passionate about technical solutions aiming at supporting the energy transition
- Have excellent knowledge of English; knowledge of additional languages is an advantage
- Be willing to travel and be able to work remotely with individuals around the world
- Be flexible, stress-resistant and have the discretion required for such a position

In case of interest, please send your application documents in electronic form to hr@grz-technologies.com. We are looking forward to hearing from you.