

Region Head, Midstream, H2Energy GmbH

We are looking for an experienced Region Head to lead our Midstream operations in Germany.

H2Energy GmbH is a 100% subsidiary of H2 Energy Europe. H2 Energy Midstream aims to be the global leader in Hydrogen supply for the last mile. With leading technology, local presence and established processes we bring hydrogen safe, in the required quality in the necessary quantity and in time to our customers. To serve our JV with Jet /P66 who will build 200 Hydrogen Refueling Stations (HRS) in Germany in the coming years and to build up a strong market position also with third customers is the task for the near future. .

The Region Head has the P&L responsibility for the Midstream division in Germany and reports directly to the Head of Midstream based in Zurich, Switzerland.

Responsibilities

The principal responsibilities of the Region Head are as follows:

- Organising the supply of the JetH2EnergyHRS in the region
- Acquiring new customers (HRS and industrial customers) in the Region
- Organising sources for the supply of green Hydrogen in the region
- Organising a service and maintenance network
- Organising logistic solutions according to customer requirements (deliveries, service models)
- Building up the team for the region (in line with business development)
- Preparing the budget for the Region
- Together with the Management Team of Midstream
 - Developing the midstream strategy
 - Further developing the technology for Hardware and Software of the midstream
 - Defining and implementing best practice in H2 supply processes
- Key Accounting for the overall midstream area for Key Accounts in the region
- Building a good relationship to the Manager Supply & Transport of JetH2Energy GmbH

Future responsibilities (when the pipelines are coming):

- Scouting and securing land spots along the pipelines for the build-up of distribution hubs
- Looking for new business models for users around the hub

Goals for the first year:

- Securing the supply for the JetH2Energy stations in partnership with the Manager Supply & Transport of JetH2Energy (source, logistic)
- Acquiring at least 1 additional customer for the supply of hydrogen in the region
- Securing the necessary sources of green hydrogen for the region
- Setting up a logistic concept for the supply of the HRS in the region
- Making a 5-year business plan for the region
- Hiring the necessary employees after approval by the Head Midstream

Desired skills

- Engineering or Business degree (B.Sc. level)
- Previous experience of P&L responsibility of a Business Unit
- Previous experience from a service or a logistic environment
- Previous experience of selling services or technologies
- Previous experience in forming, developing, and leading teams (5 to 10 employees)
- Previous experience in negotiating contracts (on customer and supplier side)
- Previous experience in acquiring new customers
- Knowledge in lean management (experience in optimizing processes)
- Willingness to develop a business from scratch
- Good IT skills; previous experience working with an ERP / Management System
- Excellent communication skills, including both verbal and written fluency in English and German. Danish is an asset.

What we offer

- Highly skilled and enthusiastic project team, working towards a mission for sustainability
- Working in an international environment with innovative and sustainable technologies
- Learning, development, and career opportunities of a growth company

Location

- The job will be located in northern Germany (Hamburg Region)
- Frequent travelling in Germany is necessary

Next steps

Please submit your application and CV to Jenny Räsänen, jenny.rasanen@h2energy.ch. If your profile is a match, we will invite you for a first chat to discuss the role and your expectations in more detail.

At Jeth2Energy we commit to an inclusive recruitment process and equality of opportunity for all job applicants.