



H2 Business Developer

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Entreprise : ENGIE

Période : **2023 - 2024**

Tuteur entreprise : Olivier Machet

Lieu : Tour Engie (place Samuel de Champlain - Faubourg de l'Arche
92930 Paris La Défense)

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The firm

Renewable hydrogen (produced from water electrolysis) is central to ENGIE's strategy driven by decarbonization, decentralization and digitalization. Our ambition is to become a major player in renewable hydrogen being at the forefront of global transformations in the industry, mobility and tertiary sectors. We want to scale up the Hydrogen economy.

ENGIE is uniquely placed to deliver on these objectives. Our worldwide presence, strong industrial capabilities and local anchorage as well as a deep know-how in both gas and power management, including midstream infrastructure operations, such as storage, allow us develop integrated solutions for our customers all across the value chain (from renewable hydrogen production by water electrolysis of renewable energies, storage, transportation, distribution and services to end users).

Our ambition is to become a renewable hydrogen major present worldwide providing its customers with integrated zero-carbon solutions based on renewable H2.

We develop solutions for industrials (using hydrogen in their processes) and territories looking for carbon free solutions as a service (H2 as a fuel for mobility, flexibility solutions for the local energy system...).

Our goal is to make it happen now at industrial scale, through concrete affordable renewable based hydrogen solutions.

The Business Unit

H2 BU is :

- a young and lean business unit activating very large external & internal networks of people and competencies on many geographies around the world.

- multi-localized with people based close to the fields of actions. We have already developed a portfolio of projects in various countries such as Chile, Australia, the Netherlands, France.

- organized on roles basis, and the delivery of the strategic roadmap is organized in a project mode with ST objectives.

H2 BU offers a unique playground to express your talents, bring your curiosity, creativity and courage, and grow yourself by experiencing new and very diverse areas. Our DNA is definitely an agile culture:

- we are **customer oriented**, by co-building tailor-made solutions adapted to our customer problems
- we are **daring**: we investigate new topics by imagining innovative, sustainable and profitable solutions
- we **promote innovation** by **developing collaborative** working methods based on "test and learn"



- We **truly care** about the environment and improving the quality of people's lives
- We **promote the collective support**, by strengthening the **culture of feedback**

The mission

Do you want to live a unique adventure, working in a fast-growing BU and market? Building innovative, sustainable and friendly solutions, within a multicultural team who allows you to explore new ways of working?

If you share our DNA and are aligned with our purpose “make the zero carbon transition” a reality, then join our journey to a better world, and apply to support a French Business development team in Paris La Défense.

- You will be in charge of the watch / market intelligence: competitors, technology, regulation, subsidies, dedicated events
- You will perform different types of analysis: market, players, technical-economic assessments
- You will actively contribute to projects prospection activities and project development
- You will implement the portfolio follow-up of customers under prospection

The Profile

You want to share and/or develop:

- Creative thinking: be able to suggest innovative solutions to everyday problems, Self-starter state of mind
- Ability to rapidly assess, analyze, and resolve problems with little initial information or direction, and ability to work autonomously
- Team player culture
- Empathy, loyalty and respect for people, ability to develop authentic relationships, through generous listening and straight talk

Qualifications or background:

- You prepare a degree in Marketing, Business, Finance, Engineering or a related Field
- You are a fast learner and able to upskill yourself quickly on new topics
- You are a committed hard worker
- You are a native/fluent English & French speaker
- The Position (1 person) starts in September 2021