

Position: Director, Business Development - NY/NJ/Mid-Atlantic

Location: NY/NJ/Mid-Atlantic

About Our Company:

FuelCell Energy, Inc. (NASDAQ: FCEL) is a global leader in developing environmentally responsible distributed baseload power solutions through our proprietary fuel cell technology. We develop turn-key distributed power generation solutions and operate and provide comprehensive services for the life of the power plant. We are working to expand the proprietary technologies that we have developed over the past five decades into new products, markets and geographies. Our mission and purpose remains to utilize our proprietary, state-of-the-art fuel cell power plants to reduce the global environmental footprint of baseload power generation by providing environmentally responsible solutions for reliable electrical power, hot water, steam, chilling, hydrogen, microgrid and carbon capture applications. Our fuel cell solution is a clean, efficient alternative to traditional combustion-based power generation and is complementary to an energy mix consisting of intermittent sources of energy, such as solar and wind turbines. Our systems answer the needs of diverse customers across several markets, including utility companies, municipalities, universities, hospitals, government entities and a variety of industrial and commercial enterprises. We provide solutions for various applications, including utility-scale distributed generation, on-site power generation and combined heat and power, with the differentiating ability to do so utilizing multiple sources of fuel including natural gas, Renewable Biogas (i.e., landfill gas, anaerobic digester gas), propane and various blends of such fuels. Our multi-fuel source capability is significantly enhanced by our proprietary gas-clean-up skid.

Overview:

We are currently seeking a Director of Business Development

Responsibilities:

This is a home office position and will be responsible for managing the sales process from opportunity identification through contract closure, including:

- Lead generation in targeted vertical markets
- Customer prospecting, including cold calling; and identifying and accessing decision makers in targeted organizations
- Evaluating customer energy data and applications
- Working with application engineers to develop innovative technical solutions
- Preparing and delivering sales presentations and proposals at appropriate decision-maker levels
- Developing economic pro-forma models that justify investment
- Validating and communicating value propositions
- Structuring multi-million dollar sales, construction, and services contracts
- Maintaining awareness of market trends, competitive landscape, channel strategies
- Coordinating with project allies and team members (i.e., engineering, legal, finance, project management, etc.)
- Building and maintaining productive business relationships with financial institutions and financing partners
- Creating repeatable project financing package solutions for customers
- Supporting outreach and awareness through speaking opportunities and conference participation
- Other projects and tasks as assigned

Qualifications:

Education: BS in Engineering, Business, or related discipline is required. MBA is also desirable.

Experience: Minimum of 5 years of project development/sales experience in distributed power generation or related field within the energy industry is required. Prefer experience in energy markets in NY, NJ and Mid-Atlantic.

Candidate must be based in the NY, NJ and Mid-Atlantic region.

Candidate must be comfortable working independently, on the road and from a home office, in a fast paced environment and have strong:

- communication skills
- customer focus
- project financing expertise
- organization skills
- understanding of pricing principles and technical concepts
- negotiating skills
- Computer and Project Management skills

Occasional travel within the Northeast US and occasional travel to CT headquarters will be required.

Physical Requirements:

Office and field environment position requiring the ability to drive automobile, use a computer, and fly in planes. Also requires walking, standing and potentially climbing at customer sites.

How to Apply - External Applicants

Please submit a copy of your resume, **along with the voluntary self-identification forms listed on our career site,** to **jobs@fce.com**. Please **reference the Position (Job Title and Job ID)** in the subject header of your email.

Please note only those authorized to work in the United States will be considered.

How to Apply - Current Employees Only:

Please **reference the Position (Job Title and Job ID)** in the subject header of your email. Also, please email your HR representative that you have applied.

Equal Opportunity Employer - Vet/Disability

We offer a competitive compensation package as well as comprehensive benefits including medical, dental, vision, company-paid life/disability insurance, 401(k) plan, employee stock purchase plan and generous paid leave.

Employment with FCE is subject to pre-employment drug-screen and background investigation.

FuelCell Energy, Inc. is committed to ensuring that its application process provides an equal employment opportunity to all U.S. job seekers, including individuals with disabilities.

*If you believe you need a reasonable accommodation in order to search for a job opening or to submit an application, please send an email with your resume to **jobs@fce.com** or contact us by calling **203-205-2070**. Please indicate the specifics of the assistance needed.*

NOTE: *This dedicated phone line is designed **exclusively** to assist disabled job seekers whose disability prevents them from emailing. Only messages left for this purpose will be acknowledged. A response to your request may take up to two business days.*

No agency submissions please. Resumes submitted to any FuelCell Energy employee without a current, signed and valid contract in place with the FuelCell Energy Recruiting team for this position will become the property of FuelCell Energy and no agency fees will be paid.