

Catacel Corp.

Position Description – Account Executive - Hydrogen

Company and Technology

Based in Garrettsville, Ohio, about an hour southeast of Cleveland, Catacel is a venture-backed, high-growth, 10 year-old company made up of experienced scientist-entrepreneurs. Catacel engineers and manufactures break-through, proprietary catalytic heat-exchanging materials that significantly reduce costs in the hydrogen production and fuel cell industries by increasing process output and improving energy efficiencies. Catacel employs proprietary technology to apply and bond high-performance catalysts to the surface of formed thin metal foils. These foil-based catalysts have superior heat transfer properties that reduce chemical reaction constraints, provide greater surface area that improves catalytic function, and deliver greater durability leading to overall cost savings of 10-25%. These savings are derived from improvements in production throughput, energy efficiency, and physical plant construction costs. Catacel materials, supported by 22 issued US patents, represent a disruptive technology for established multi-billion dollar markets, as well as emerging advanced energy industries.

Catacel offers a casual, supportive, team-oriented work environment. We work hard, we expect results, and we have fun doing it. We plan to grow at about 100% per year over the next several years, which will bring opportunity and reward to those who can contribute to and drive such growth.

Position Description

Catacel is seeking an account executive to sell Catacel's steam methane reforming catalyst to new and existing hydrogen production plants worldwide. The successful candidate will have an immediate impact on Catacel's sales and revenues in the following ways:

- Educate all constituencies in the hydrogen production space about the performance and economic benefits of Catacel technology.
- Identify, develop and close key accounts.
- Coordinate Catacel resources to provide sales support.

Key Success Factors include:

- Develop and execute educational strategy for increasing Catacel presence in hydrogen market.
- Develop and execute strategy for selling into the hydrogen market. Plant owner/operators must be convinced that Catacel's high-priced solution will save them money without risk.
- Close five hydrogen plant sales by end of 2012.

Requirements

Knowledge, education and experience include:

- Prefer BSChem, BSChemE or BSME, or very comparable training and work experience.
- Five years hydrogen or process plant sales; i.e., equipment, consumables, catalysts, services.
- Experience selling disruptive technologies and opening new accounts.

Competencies:

- Experience selling to high-level technologists and business unit managers.
- Demonstrated ability to develop and sustain account and peer relationships.
- Team and leadership skills; prospecting, presentation and closing skills.
- Demonstrable competence with MS Office, CRM, and other relevant computer applications.
- High proficiency in verbal and written communications.
- Skilled in navigating the challenges of global travel.

Core Values:

- Self starting, results-driven, comfortable making decisions and prioritizing opportunities.
- Takes initiative, bias towards action.
- Embraces change and continuous improvement.
- Reflects high integrity in all relationships, collaborations and communications.

The above statements are intended to describe the general nature and level of work being performed by people assigned to this position. The requirements listed above are representative of the minimum knowledge, skill, and/or ability required. To perform this job successfully, an individual must be able to satisfactorily perform the essential functions of the job according to specific company requirements. Reasonable accommodations will be made to enable individuals with disabilities to perform the essential functions.

Compensation

Compensation will be competitive and commensurate with experience, and will have an incentive component. Working conditions are primarily office and field based, 30-50% travel expected. Relocation to Ohio is not necessarily required.

Contact Information

Qualified candidates should submit their resumes, with cover letter indicating availability and required compensation, to dlensner@catacel.com.