Business Development Engineer

Calgary, Alberta

Ayrton Energy's mission is to propel the global shift towards sustainable energy with broad deployment of our cutting-edge hydrogen storage technology, reshaping hydrogen distribution to mirror the safety, simplicity, and efficiency of traditional fuels such as diesel or gasoline.

Are you ready to play a critical role in driving the success of our cutting-edge hydrogen storage technology? Ayrton Energy is looking for a Sales Engineer / Account Manager with a "get it done" attitude to join our growing team. This role is essential for closing opportunities with potential pilot customers, developing and executing comprehensive work plans, and ensuring successful project management.

You will love this job if:

- You thrive in a fast-paced environment and excel at turning complex issues into clear, actionable solutions.
- You enjoy building strong relationships with customers and working collaboratively with tech teams.
- You have a hands-on approach and are driven to see projects through from start to finish.
- You are passionate about clean technology and eager to contribute to a sustainable future.
- You excel in both strategic planning and detailed execution.

Your Responsibilities:

- Work closely with potential customers to develop, define and finalize technology deployment agreements.
- Serve as the primary point of contact between customers and our tech team, facilitating clear communication, collaboration and process improvements.
- Develop and manage detailed work plans in collaboration with customers to ensure all project requirements are met.
- Oversee the execution of work plans, managing projects to ensure they stay on track, meet objectives and are deployed efficiently.
- Coordinate with internal teams to align technical and business goals, ensuring smooth project delivery and customer satisfaction.

Your Skills and Experience:

- Proven experience in an engineering sales or account management role, with a focus on the technical aspects of the solution.
- Ability to convert complex technical concepts into understandable and actionable solutions.
- Strong project management skills and attention to detail, with a demonstrated ability to lead complex projects from inception to completion.
- Ability to execute effectively while remaining nimble and adaptable.
- Excellent communication and collaboration skills, capable of engaging effectively with both internal and external technical and commercial teams.

At Ayrton We Value:

- Honesty – We tackle challenging problems and appreciate diverse perspectives.
- Accountability – We prioritize action and empower our team to deliver results.
- Kindness – We believe in teamwork and support each other in achieving our goals.

Benefits:

- Competitive compensation with salary and equity options
- Generous vacation policy
- Health and dental benefits

We’re excited to find the right candidate to join our team full-time for the long term and are ready to hire as soon as we do! While we’re grateful for all interest, only those most closely aligned with the role will be contacted.

Ayrton Energy is an equal opportunity employer, committed to fostering an inclusive environment. As a women-led venture, we support under-represented individuals in business and STEM fields and prioritize work-life balance and employee well-being.

How to apply: Please send your cover letter and resume to jobs@ayrtonenergy.com with "Job Application – BD Engineer" in the subject line.