



Director of Business Development

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 driven by curiosity, passionate about discovery, and focused on helping customers succeed? Ayrton Energy is looking for a Director of Business Development who can develop and execute our business development strategy for the first commercialization of our groundbreaking hydrogen storage technology. If you thrive on understanding the deeper reasons behind customer needs and want to help shape the future of energy, this role is for you.

You will love this job if:

- You are naturally curious and thrive on understanding market needs, customer challenges and the evolving energy transition landscape.
- You focus on discovery, driving creative conversations that go beyond the obvious to understand the deeper reasons why customers need a solution.
- You are motivated by your customers' success and believe that helping them win is key to building strong business relationships.
- You enjoy the challenge of taking a technology from early development through to commercialization.
- You enjoy a fast-paced environment where you can tackle meaningful problems.

Your Responsibilities:

- Identify and deeply understand the needs of potential customers, including why they require our technology and how it can solve their challenges.
- Establish strong go-to-market strategies, targeting key markets and customers that will benefit most from our technology.
- Lead the business development strategy for the deployment and commercialization of our hydrogen storage technology.
- Develop and nurture relationships with key stakeholders to create long-term partnerships.
- Champion information flow with internal teams to optimize customer solutions while ensuring that customer feedback is integrated into product development and corporate strategy.
- Own and manage the sales pipeline, thoughtfully guiding potential customers from interest to partnership and execution.

Your Skills and Experience:

- Proven experience in business development or sales related to new technologies and/or markets, ideally in the energy industry.
- A curiosity-driven mindset with the ability to discover and identify the core problems customers need to solve.
- A strong track record of building customer relationships based on trust, understanding, and value creation.
- Excellent communication and interpersonal skills, with the ability to lead strategic conversations with customers and internal teams.
- Strategic thinking, with the ability to develop and implement effective go-to-market strategies in an evolving landscape.
- Proven leadership experience.

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 – Director of Business Development" in the subject line.