



Job Title	Sales Engineer
Location	We're operating a hybrid work model where the role permits. Our labs and offices are in West London, for this role we are offering the flexibility of 2 to 3 days a week working from home.
Type	Permanent
Salary	£45,000 - £55,000 per annum
Equity	We want our team to be invested in the business, rewarded through the creation of value. All new full time employees are invited to join our tax efficient share scheme.
Holiday	25 days + birthday off + public holidays
We are committed to finding the best candidates, so if you're excited by the prospect of joining Supercritical then we encourage you to apply, even if you don't meet all of the requirements. Your unique skills and experiences may be exactly what we're looking for. Whether you're motivated by technical challenges, opportunities for growth, or being part of a mission-driven organisation, you'll find a welcoming environment at Supercritical. We value trust and transparency. Supercritical is proud to foster an inclusive environment. We believe diversity drives innovation and we ensure that every team member feels welcomed, valued, and empowered to succeed. We encourage applicants of all genders, ethnicities, backgrounds, and abilities to apply and help shape the future of clean energy.	
Other Benefits	Flexibility and Supportive of Balance - Flexible start and finish times - Flexible on home working - Flexible on working abroad Parental Leave Policy - 3 months full pay for mothers and fathers Growth Opportunities - wide range of exposure and development Support for Training and Accreditation - professional fee coverage Monthly Team Days & Lunch Outings Option to buy 5 extra holidays Birthdays off! Team Milestone Celebrations Pension - 3% employee contribution + 5% employer contribution Referral bonuses
Learn more about us at the end of this document or at www.supercritical.solutions .	



Please note that we are not in a position to offer sponsorship. Applicants must have the right to work in the UK for the role that they are applying for.

The Opportunity:

We're presenting an exciting opportunity to a fantastic engineer or scientist to take a leap into the world of commercial and join our commercial team. We are seeking a Sales Engineer / Product Specialist to aid with communication of our technology's benefits and features to our customers and investors. You'll report directly to the CPO, working closely with the Business Development Manager and Product Manager to support enquiries and techno-commercial liaison with our customers.

As we progress from proof-of-concept to pilot-scale electrolyser demonstrations (TRL 5-7). This role requires a blend of technical comprehension, market insight, and excellent written and verbal communication skills. You will work closely with R&D, engineering, manufacturing, and commercial teams to clearly and succinctly articulate how our product meets customer and industry needs.

You'll likely have come from a technical background, and want to be closer to market drivers and enjoy customer interaction. You'll be around the table and be party to the decision making processes in an exciting and fast moving company that is intent on disrupting the energy industry and enabling a net zero future with green hydrogen.

What you'll do:

- Work with the entire spectrum of technical disciplines within the team to understand Supercritical's technology from an electrochemical molecular level all the way to the full system
- Develop an appreciation for customer needs through close liaison with the commercial team
- Support the commercial team on calls or in meetings to help our customers understand how the technology works and how it could have value to them
- Prepare technical presentations (slide decks) that succinctly and clearly communicate features and benefits in a visually appealing way
- Write technical reports in response to customer enquiries and projects
- Respond to technical queries and question and answer sessions that are posed by new customers and investors as we take our technology to market
- Support in the development of proposals for customer projects and product sales
- Help create effective marketing materials to communicate our story, technology and value proposition
- Maintain awareness and insight into the hydrogen market and competitor technologies and the market
- Help the company secure grant funding by completing applications with compelling reasons for award, matching scope of the competition to the value we offer

Direct applicants only - no agencies.

Supercritical are not currently in a position to sponsor overseas applications.



About you

Ideally, you will:

- Aspire to inspire those around you. Our team and our customers will look to you to understand the 'why' - your passion for our mission and vision will bring others on the journey.
- Have a technical background (e.g., Chemical, Mechanical, Electrical, or Process Engineering or other Scientific / Engineering field).
- Have been exposed to and have enjoyed working with customers
- Be a good active listener and be curious - What did our customers really mean by that remark? That test showed X and Y, but what would that mean to our customers?
- Be excited about translating customer/partner insights into customer value propositions.
- Demonstrate a strong capacity to build and maintain relationships with cross-functional teams of many different disciplines at all levels both internally and externally.
- Behave with a sense of urgency in delivery, being cognisant of company goals, budgets and deadlines and managing scope, time and budget to achieve them.
- Thrives in a fast-moving, scale-up environment, proactively identifying and solving challenges.

Desirable

- Experience in hydrogen, fuel cells, electrolysis, batteries, or other clean energy technologies.
- Familiarity with electrolyser, hydrogen production, or industrial gas systems.
- Familiarity with grant funding processes and investor relations in clean tech.
- Exposure to project finance considerations in clean tech deployment.

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About Supercritical

Supercritical is transforming the future of green hydrogen production with the world's first high-pressure, ultra-efficient water electrolyser. Our groundbreaking technology uses heat and pressure to achieve the highest electrical efficiencies in the industry, producing hydrogen at high pressure for seamless storage and transport. By also co-producing oxygen, our innovations support decarbonisation in heavy industry, chemicals, transport, and more.

We are a well-funded team with years of runway and strong partnerships with leading global organisations. Our mission is to make green hydrogen affordable and sustainable, enabling a cleaner, more equitable future. By eliminating the costly and complex equipment required by traditional electrolysis, we are driving down the cost of green hydrogen and making it accessible to industries around the world.

We live by our values at Supercritical:

- **Purpose** in creating a legacy, driving positive change, for sustainability in all we strive for
- **Transparency** in the way we work, the way we share, in our honesty
- **Partnership** to achieve shared goals, to collaborate at all levels, to welcome challenges and different points of view
- **Trust** in our colleagues, in the rigour of our delivery, in respect for others
- **Leadership** in finding breakthroughs, empowering actions, innovating
- **Curiosity** in celebrating ideas, championing our passions, being positively restless

What Makes Us Proud:

- Our patented technology is redefining industry standards.
- We've demonstrated world-leading electrochemical efficiencies out of the lab.
- We are committed to sustainability, designing systems free from PFAS forever chemicals and rare earth metals.
- We're recognised globally:
 - Featured in CleanTech Group's "Top 50 to Watch for Climate Action."
 - Named a StartUS Insights "Top 5 Zero Emission Solution to Watch."
 - Runner-up and People's Choice in Shell's 2021 New Energy Challenge.
 - Finalist in OZ Minerals' Hydrogen Hypothesis.
 - Highlighted in CEMEX Ventures' Most Promising CleanTech Solutions.
 - Listed among Start Up Energy Transition's "100 Most Promising Global Energy Startups."
 - Named "ClimateHack's top 150 ClimateTechs to watch"

At Supercritical, we believe that innovation thrives when diverse perspectives come together. We're building a collaborative, inclusive team to create ultra-efficient, cutting-edge solutions for a sustainable future. Join us in solving some of the world's toughest energy challenges and making a real impact on the path to net zero.

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**What it's like to work here:**

At Supercritical, we're not just building cutting-edge technology—we're shaping the future of clean energy. Working here means being part of a fast-moving, deeply collaborative team that thrives on innovation, curiosity, and impact. We operate with trust and transparency, valuing diverse perspectives that drive better solutions. Our culture is dynamic and ambitious, but also supportive—everyone has a voice, and great ideas come from everywhere. Expect to work alongside passionate experts who challenge the status quo, celebrate wins together, and push boundaries to make green hydrogen affordable and accessible. Whether it's solving complex engineering problems, securing partnerships, or scaling our breakthrough technology, every role at Supercritical is mission-driven. If you're looking for a place where your work genuinely matters, where you can grow, and where you'll be empowered to take ownership, you'll feel at home here.

www.supercritical.solutions

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