

Position: Head of Business

NitroVolt

NitroVolt is a pioneering Danish seed-stage startup on a mission to **revolutionize ammonia production**. Ammonia is a critical chemical in modern society, and its global yearly production amounts to nearly 180 million tons and carries a significant carbon footprint: 2% of the world energy consumption is used to produce ammonia, and 1.5% of CO₂ emissions come from it.

As a spinout from the Technical University of Denmark, NitroVolt is pioneering a groundbreaking technology based on a process for the **electrosynthesis of ammonia at room temperature**. Our vision is to provide container-sized solutions for local green ammonia production using water, air, and electricity. Safety, sustainability, and economic viability are at the core of our mission. Recently, we transitioned **from a lab-scale reactor to a prototype cell**, and we successfully stacked this to build the world's first electrochemical ammonia stack.

The next phase involves scaling-up further through a **roadmap of progressively larger demonstration units** at our own NitroLabs facilities in Søborg, covering 100 m² lab and workshop space. As we embark on this exciting journey, we are seeking a dynamic and experienced individual to join our executive team as Head of Business.

Role Overview

As the Head of Business, you will drive NitroVolt's growth and business success by developing and executing strategies that position the company for long-term commercial viability. Your responsibilities will include forging partnerships with key stakeholders in the chemical and renewable energy sectors, securing potential off-takers, and exploring new market opportunities. Working closely with the CEO and executive team, you will shape NitroVolt's business strategy, manage supplier relationships, and oversee scalable operational processes to support rapid growth – all while advancing the mission to revolutionize sustainable ammonia production.

Key Responsibilities

Strategic Planning and Execution

- Collaborating with the CEO and leadership team to develop and implement the company's strategic roadmap.
- Setting and tracking key performance indicators (KPIs) to measure progress toward goals.
- Identifying new business opportunities, markets, and revenue streams.

Business Development

- Building and nurturing relationships with strategic partners, clients, and stakeholders to drive growth.
- Conducting market research and competitive analysis to inform product development and business strategy, including customer discovery interviews.
- Leading negotiations for partnerships, distribution agreements, or licensing deals.
- Driving early sales efforts, including defining go-to-market strategies and building and managing the customer pipeline and future clients, while developing the process and metrics to identify and select promising sales leads.
- Steer and guide the engineering teams to ensure that the Nitrolyzer aligns with customer needs, market demand, and company operations.
- Gathering customer feedback and translating it into actionable changes if needed.

Operational Management

- Streamlining day-to-day operations to ensure efficiency and scalability.
- Overseeing project timelines, budgets, and resources to meet operational objectives.

- Establishing and refining processes, tools, and workflows to improve organizational productivity and enabling the company to focus resources.
- Developing the partnering strategy both up- and down-stream, thereby managing relationships with vendors, suppliers, customers, and contractors.

Risk and Compliance

- Identifying potential risks and implementing mitigation strategies.
- Ensuring that the company adheres to legal, regulatory, and ethical standards in all operations.

Team Leadership and Culture Building

- Hiring, onboarding, and mentoring team members to build a strong, capable team.
- Aligning employees with the company's mission, vision, and values.
- Encouraging a collaborative and innovative culture while holding teams accountable for performance.

Qualifications

- **Proven Leadership Experience:** Demonstrated success as a Business Developer, Head of Business, or equivalent management role in startups or high-growth companies, ideally within the renewable energy, chemical, or industrial sectors.
- **Operational Excellence:** Strong expertise in scaling production, optimizing supply chains, and implementing efficient processes to support rapid growth.
- **Strategic Vision and Execution:** A forward-thinking, analytical mindset with the ability to plan strategically, solve complex problems, and connect and translate technology and technical capabilities with value generation and/or economical value for the customer.
- **Leadership and Culture Building:** A proven track record of fostering a collaborative, high-performance, and inclusive work culture, paired with exceptional team-building skills.
- **Stakeholder Engagement:** Outstanding communication and interpersonal abilities, adept at influencing, aligning, and engaging with diverse stakeholders, including investors, partners, and employees.
- **Passion for Sustainability:** Deep commitment to NitroVolt's mission of sustainable and affordable ammonia production, with a genuine passion for sustainability.
- **Market Expansion and Regulatory Knowledge:** Experience in driving market entry and expansion strategies, combined with knowledge of regulatory frameworks in renewable energy or chemicals to ensure compliance and leverage certifications as strategic assets.

Why Join NitroVolt?

- Opportunity to be at the forefront of sustainable technology and make a significant impact on the environment.
- Collaborative and innovative startup culture with a passionate and dedicated team.
- Competitive salary and equity package.
- Flexible working environment with opportunities for professional growth and development.

Application Process

For any questions, please contact us at info@nitrovolt.com. To apply, please submit your resumé and a cover letter outlining your experience and why you are passionate about joining the NitroVolt team to jobs@nitrovolt.com. Applications will be reviewed on a rolling basis.

Join us in revolutionizing the ammonia production industry and creating a more sustainable future!