

## Business Developer / Sales Engineer

**La Rochelle (Lagord), France**

### Join Genevos – Powering the Future of Clean Maritime Energy

At Genevos, we are on a mission to decarbonize the maritime sector. Our cutting-edge fuel cell technologies replace polluting combustion systems with clean, high-efficiency energy solutions, helping the shipping industry move decisively toward net-zero emissions.

We design and industrialize modular power systems that convert alternative fuels such as hydrogen, LNG, and methanol into electricity with exceptional efficiency and dramatically reduced emissions. Joining Genevos means contributing to innovative technology that makes a real-world environmental impact.

### Why Work with Us

Genevos is a fast-growing, mission-driven company where ownership, creativity, and collaboration define our culture. You'll work alongside passionate engineers, technologists, problem-solvers, administrators, and leaders tackling high-impact challenges that advance sustainable maritime transport.

If you're motivated by innovation, energized by responsibility, and eager to contribute to meaningful environmental progress, you'll thrive at Genevos.

### The Role

We are seeking a highly motivated, proactive, and technically skilled Business Developer / Sales Engineer to drive business growth, expand our market presence, and develop strategic customer relationships. This role combines technical expertise with commercial acumen, allowing you to understand complex fuel cell solutions and translate them into compelling customer value propositions.

Reporting to the Commercial Director, you will:

- Identify and pursue new business opportunities in target markets, including workboats, passenger vessels, cruise ships, and deep-sea shipping.
- Engage with clients to understand their needs, propose tailored solutions, and support technical discussions.
- Prepare and deliver presentations, proposals, and technical documentation for clients and stakeholders.
- Collaborate with R&D and engineering teams to ensure solutions meet customer requirements and project specifications.
- Manage the full sales cycle – from lead generation and qualification to negotiation and contract closing.
- Provide market insights, competitor analysis, and customer feedback to support marketing and strategy initiatives.
- Represent Genevos at industry events, conferences, and trade shows to strengthen brand visibility and partnerships.
- Maintain accurate CRM records of sales activities, forecasts, and pipeline.

- Travel domestically and internationally to meet clients and support business development activities.

### **Qualifications & Experience**

- Bachelor's or Master's degree in Engineering, Business, or a related field.
- 7+ years of proven B2B sales, business development, or sales engineering experience, ideally in the maritime sector at an international level.
- Knowledge or experience in fuel cells, hydrogen, LNG, or e-fuels for marine applications is a strong advantage.
- Strong technical understanding of complex products and the ability to communicate solutions clearly to technical and non-technical audiences.
- Excellent communication, negotiation, and presentation skills in French and English.
- Strategic mindset with the ability to identify opportunities, build long-term relationships, and drive growth.
- Ability to work independently and collaboratively in a fast-paced, dynamic environment.

### **Personal Skills Required:**

- High autonomy, rigor, and strong team spirit, with the ability to set priorities and manage time effectively.
- Results-driven with a focus on continuous improvement.
- Strong organizational skills and ability to handle multiple tasks simultaneously.
- Excellent interpersonal skills and strong professional ethics.

### **Additional Information**

- Location: Lagord, Charentes-Maritimes, 15 minutes from La Rochelle by bike.
- Contract: Permanent, full-time (open-ended).
- Start date: Septembre 2026.

### **How to Apply**

Send your CV and cover letter to [careers@genevos.com](mailto:careers@genevos.com). Only qualified applications will be considered. Applications are confidential. Refer to our [privacy policy](#) for details.