



ROLE PROFILE

Role Title: Applications Engineering Intern, GKN Hydrogen Americas

Role Purpose: Support the sales process with engineering design and analysis of hydrogen storage solutions to meet customer applications utilizing GKN Hydrogen's hydrogen storage products for a wide variety of clients ranging from small-scale users to large industrial & utility-scale operations.

Scope: Region: Primarily Western US with a focus on California, but applicant will be developing expertise on projects throughout North America and presented with potential opportunities to travel to those locations as needed.

Role Reports to: Head of Engineering, Hydrogen Projects, GKN Hydrogen Americas

Company:

GKN Hydrogen is tasked with deploying our proprietary hydrogen storage technology into green hydrogen & carbon reduction applications. GKN Hydrogen Americas currently functions as a startup and the work is fast-paced. Role requires a strong technical background and creativity is key to creating solutions meeting customer needs. The Applications Engineering Intern will contribute to technical sales while internally interfacing with sales, marketing, product engineering, project engineering, operations, finance, logistics, IT, and customer service within GKN Hydrogen Americas and Europe to ensure a best-in-class customer experience.

Key Responsibilities:

Serves as a technical point of contact for sales and works to support development and selling of green hydrogen storage solutions to help companies decarbonize, effect the energy transition, and realize a more reliable and secure energy source. Responsibilities include working in close cooperation with the sales team to seek out and prospect new opportunities and to create technical and economic hydrogen storage solutions that meet desired performance and cost and deliver unique solutions meeting customer needs.

Ideally, the candidate should have knowledge about the green hydrogen ecosystem, conventional power generation, and renewable energy market segments. To succeed in the role, the Applications Engineering Intern must proactively engage and partner with the Sales Team to deliver projects across broad markets including the residential, multi-family, small and large commercial, industrial, and utilities market segments. The Application Engineering Intern acts as an advisor and consultant to help drive prospective companies' green hydrogen initiatives and the successful candidate will work with prospects to better define their project objectives and energy/hydrogen storage requirements. This role will be tasked with formulating solutions to customer problems, delivering solutions and driven to help close opportunities.

Specific responsibilities include:

- Represent GKN Hydrogen with a comprehensive understanding of its hydrogen storage and integrated energy storage product offerings and capabilities.
- Maximize our outreach and quickly gain insight into potential project opportunities and match the needs of the prospect with hydrogen storage product offerings.

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- Develop applications and engineering proposals with the sales & project engineering teams.
- Prepare detailed written summary reports and make presentations describing analyses and simulations performed, solutions developed, and customer value propositions.
- Interface with clients to communicate proposals, capabilities, product information and other announcements
- Aware of distributed energy systems performance modeling and simulation, and key software analytic tools such as PVWatts, Energy Toolbase, Homer or CleanSpark.
- Effectively communicate with internal/external representatives (company management, sales team, product engineering, project engineering, external architects, designers, and engineers, and customer representatives) to move opportunities forward toward closing.
- Meet monthly, quarterly and annually with sales team and engineering leads to devise new market penetration strategies and represent learnings from the market.
- Other projects and duties may be assigned
- “Champion Diversity & Inclusion in line with the Company guidelines”

Other key internal relationships: America’s Management Team
Americas Applications Engineering Team
Americas Project Engineering Team
Other departments or locations

Formal qualifications required:

- Current enrollment in or nearing completion of a bachelor’s degree in STEM, Engineering (Mechanical, Electrical, or Material) preferred or equivalent experience.
- Knowledge of conventional & renewable power generation, distributed generation, green hydrogen, microgrid, and other renewable technologies.
- Some programming and data analysis skills required ie Python, C, C++, Javascript, Matlab, R, etc to aid in project design and simulation. AutoCAD experience a plus
- Some knowledge and experience of solutions and methods for companies wanting to lower their carbon footprint and emissions, creating unique energy storage solutions, etc
- Perform as a technical adviser on new sales opportunities and work to quantify, qualify, develop, and construct unique solutions for prospects and customers.
- Strong creative and engineering acumen to achieve cost-effective solutions for our customers and provide feedback internally for future product designs.
- Prepare proposals, reports, analysis, and presentations as required demonstrating good writing and technical rendering skills.
- Regional travel (15%) may be required as needed (average 2 overnight stays per month)
- Approximately four weeks of business travel annually focused on national and global hydrogen, renewable, and carbon-reducing conferences and events.
- Proficient in all Microsoft Office applications including Word, Excel and PowerPoint

Soft Skills and Other Competencies:

- Must have an entrepreneurial mindset with ability to work in a fast-paced growth-oriented business with self-starter attitude and desire for personal growth and learning

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- Bias for action - does things before being asked to or forced to by events with demonstrated ability take initiative and be proactive in performance of duties.
- Experience in working with partners and other external stakeholders.
- Strong organization skills and ability to plan and prioritize
- Strong problem solving and project management skills and demonstrated ability to exercise independent judgement.
- Ability to work on multiple projects simultaneously
- Ability to work effectively in a team environment and autonomously – to effectively listen, challenge and communicate.
- Professionalism and flexibility
- Ability to maintain confidentiality
- Overcomes obstacles and can adapt approach to achieve results.
- Innovation - Looks for ways to do things better, faster, more efficiently
- Excellent written and oral communication skills in English; with skills in German and/or Italian a significant plus.

Location Specific Criteria:

- The position is based in Southern California and applicant should be able to comfortably commute to the Carlsbad, California area.
- Moving assistance is NOT provided.
- **Candidate is expected to report on-site within 30 days of offer.**

Additional Notes:

- The ideal candidate would be willing and able to consider the possibility of joining the Applications Engineering Team in a full-time role following the completion of the internship as dictated by company needs at the time of internship completion.
- The ideal candidate should not hope to be confined to their position's responsibilities and should be willing and excited to gain exposure to many roles within the GKN Hydrogen Americas team. After all, this is a startup environment with a small but sharp team.
- GKN Hydrogen Americas would encourage this candidate to pursue their professional growth interests in mutual benefit to the company as long as their work is completed.
- Ideal candidate would be passionate about renewable energy, climate change, decarbonization, nature and the environment, the great outdoors, etc
- PAY – \$25/hour estimated, depending on experience

How to Apply:

Email resume to Roger Lemieux at Roger.Lemieux@gknhydrogen.com