



Position Vice President of Sales

Company Carbon Clean Solutions Limited

Location London

Reporting Relationship Direct report line to CEO

Website <https://carboncleansolutions.com/>

Company Background

Carbon Clean Solutions Limited (CCSL) is an innovation leader in carbon dioxide (CO₂) separation technology for industrial and gas treating applications. Our step-change technology significantly reduces the costs and environmental impacts over existing CO₂ separation techniques. With >30 operating plants using CCS's patented technology and one large scale carbon capture and utilization plant operating in India.

The company has recently successfully raised an equity investment of \$16 million from three global investors, WAVE Equity Partners, Chevron Technology Ventures, and Marubeni Corporation.

The investment will be used to deliver an existing pipeline of global projects to lower emissions from industry. CCS will also invest in the development of "containerized" solutions to achieve \$30/tonne cost of CO₂ capture by 2021.

Affordable CCS technology has a critical role to play in the transition to a low-carbon energy future. It is one of a host of technologies that will be required to tackle climate change. CCS believes that renewables alone will not be enough if the world is to reach net-zero emissions targets whilst also meeting the energy needs of a fast-growing global population still largely reliant on fossil fuels.

Key Responsibilities – VP Sales

The Vice President of Sales will lead and inspire the sales team alongside owning and delivering the annual sales target. He/she is a self-starter proven leader, capable of leading and motivating talented professionals. He/she will earn internal and external trust through a high degree of self-confidence, integrity, intellect, work ethic, and

perseverance. This position is responsible for the planning, building and leading an enterprise sales force, the role requires experience in equipment sales and deep understanding of consultative sale cycles. CCS seeks an outstanding and experienced team leader who will develop and execute a sales strategy to gain market share and build the highest levels of customer satisfaction. This position is based out of our London office.

The ideal candidate is a true “hunter” who strives in identifying market opportunities, pursues sales processes, knows how to leverage a CRM system and has a successful track record in multi-territory enterprise sales development. He/she is an exceptionally credible and proven senior commercial professional whose personality and style will fit well in the company and who could build internal and external relationships with ease. This role will report directly to the Chief Executive Officer.

Responsibilities

- Achieves assigned targets for profitable sales volume, market share, and other key financial performance objectives.
- Full responsibility of closing sales deals, business development initiatives and key strategic accounts.
- To qualify pipeline of customers key markets and delivery methodology with the support of the regional sales team in US, Europe and Asia.
- Guide and lead sales team to implement sales prospecting strategy and develop territory plans.
- Effectively leverage the company marketing initiatives and collateral (email campaigns, webinars, handouts, demo's, and other material) and successfully engage new prospects.
- Work with Carbon Clean Solutions engineering team to develop technical and business requirements in alignment with qualified opportunities. Additionally, He/she will partner with wider CCS team to develop detailed proposals that meet the customer-specific requirements and challenges,
- He/she will be a key member of the management team, will lead by example and comply with company's policies.
- Provide accurate monthly and quarterly commercial projections/forecast.
- Liaise with government representatives to influence policy.

Professional Experience/Qualifications

- A commercially driven, results-oriented professional with a high degree of enthusiasm and an entrepreneurial mindset, with excellent communication and negotiation skills.
- 10 years of experience in a combination of technical and commercial roles involving scaling-up technology companies, sales / business development.

- Knowledge and network within oil & gas, steel, cement, chemicals, engineering design is highly desired. The person must also be able to lead project teams through influence and expertise.
- Experience of selling, shaping, and closing multi-million-dollar engagements is a must.
- Must have experience of rapidly growing sales from \$5million to \$50 million (or equivalent)

Competencies:

- Experienced in prospecting, negotiating, and closing deals, He/she has a proven track record in identifying market opportunities and successfully convert them into sales.
- Strong capability to articulate the techno-commercial benefits of the company's technology and value proposition in alignment with the customers needs.
- Very strong interpersonal skills, organizational agility and well-developed influencing skills.
- Excellent leadership abilities.
- Committed to executing for results.
- Strong business acumen and strategic mindset.

Location: Position is based in London. The role requires significant travel.

Education: Minimum qualification of bachelor level degree, engineering degree preferred