



Business Developer H2 production



Entreprise : Engie – Flexible Generation & Retail

Période : **2024 – 2025**

Tuteur entreprise : Olivier Machet

Lieu : Tour T1, La Défense

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Do you want to live a unique adventure, **working in a fast-growing BU and market?** Building **innovative, sustainable and friendly solutions**, within a **multicultural team** who allows you to explore new ways of working? If you share our DNA and are aligned with our purpose “**make the zero carbon transition**” a reality, then join our journey to a better world, and apply to support a French Business development team in Paris La Défense.

H2 for Engie

Renewable hydrogen (produced from water electrolysis) is central to ENGIE’s strategy driven by decarbonization, decentralization and digitalization. Our ambition is to become a major player in renewable hydrogen being at the forefront of global transformations in the industry, mobility and tertiary sectors. We want to scale up the Hydrogen economy.

ENGIE is uniquely placed to deliver on these objectives. Our worldwide presence, strong industrial capabilities and local anchorage as well as a deep know-how in both gas and power management, including midstream infrastructure operations, such as storage, allow us develop integrated solutions for our customers all across the value chain (from renewable hydrogen production by water electrolysis of renewable energies, storage, transportation, distribution and services to end users). Our ambition is to become a renewable hydrogen major present worldwide providing its customers with integrated zero-carbon solutions based on renewable H2. We develop solutions for industrials (using hydrogen in their processes) and territories looking for carbon free solutions as a service (H2 as a fuel for mobility, flexibility solutions for the local energy system...). Our goal is to make it happen now at industrial scale, through concrete affordable renewable based hydrogen solutions.

H2 Team

H2 Team is

- a young and lean business unit activating very large external & internal networks of people and competencies on many geographies around the world
- multi-localized with people based close to the fields of actions. We have already developed a portfolio of projects in various countries such as Chile, Australia, the Netherlands, France
- organized on roles basis, and the delivery of the strategic roadmap is organized in a project mode with ST objectives

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H2 BU offers a unique playground to express your talents, bring your curiosity, creativity and courage, and grow yourself by experiencing new and very diverse areas. Our DNA is definitely an agile culture

- we are customer oriented, by co-building tailor-made solutions adapted to our customer problems
- we are daring: we investigate new topics by imagining innovative, sustainable and profitable solutions
- we promote innovation by developing collaborative working methods based on "test and learn"
- we truly care about the environment and improving the quality of people's lives
- we promote the collective support, by strengthening the culture of feedback

The mission

As a business developer you will work on industrial projects - on project prospection and project management - from origination until engineering feasibility studies

- understand industrial client's need for decarbonation
- assess the opportunities to decarbonize their process by using low carbon H2
- build the business model and associated financial model
- manage clients and technological suppliers
- manage public actors – local, national and European - for land, acceptability and subsidies
- collaborate with different business units: renewables, asset management, storage, transport, finance...

The profile

You are

- Independent
- Creative
- Proactive
- Curious about energy markets
- A team player

Your background

- You are in M2 of Business or Finance
- You are native/ fluent English & French speaker