



# sungreen <sup>H<sub>2</sub></sup>

REVOLUTIONISING ZERO EMISSIONS

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## SunGreenH2

81 Ayer Rajah Crescent, 01-68  
Singapore

### **Business Development & Marketing Intern**

SunGreenH2 is an award-winning venture backed green hydrogen company building a world leading high performance electrolyser technology for low cost green hydrogen production at scale. We have a vision for zero carbon, low cost, green hydrogen available globally at scale.

To achieve our vision we are expanding our fast growing team with a Business Development & Marketing Intern in our Singapore office. You will support our business growth through engagement with B2B clients and marketing efforts. You must have communication skills par extraordinaire, be self-driven to exceed targets and passionate about clean energy.

### **Responsibilities**

- Monitor and analyze industrial trends, market drivers and risks, customer needs, Monitor and analyse industrial trends, market drivers and risks, customer needs, competitive intelligence
- Build market strategy and positioning for product offers for various industries (Industry, Mobility, Power-to-X, Energy Storage) globally
- Screen new leads and business opportunities, work closely with customers and decision-makers, prioritise leads in line with strategy, facilitate pitch logistics.
- Understand and track evolving customer needs of existing and potential customers, map the company strategy and niche business areas.
- Collaborate closely with technical team to manage proposal response process, including detailed RFP requirements
- Support deal structure and pricing with business value analysis; evaluate pricing for proactive bids and proposals.
- Regularly update management and key stakeholders on strategy and market.
- Maintain and share professional knowledge through education, networking, events, and presentations

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- Develop and implement sales processes, structures, and best practices across the company

## **Your Profile**

- Business degree/training with a background in Science or Engineering in materials, electrochemistry or related field
- 1-4 years of Business experience, preferably in the material science or electrochemistry realm in business development, sales or finance and strategy roles
- Verbal and written communication skills par extraordinaire with strong presentation delivery skills (in person/online/phone)
- Good knowledge of and prior experience in sales techniques and CRM tools (e.g. Hubspot)
- Hands-on experience with market sizing and analysis, data analysis, forecasting, and budgeting
- Self-starter, detail-oriented with ability to organize work with minimal guidance
- Comfortable with handling uncertainty and responding effectively to evolving business scenarios
- Ability to multi-task, prioritize and manage time effectively
- Strong team player with effective interpersonal skills

## **Compensation**

In line with experience

## **To Apply**

If you meet the above requirements, apply with a covering letter and CV to [contact@sungreenh2.com](mailto:contact@sungreenh2.com).