

# Job Description

## Job Title

Electrochemical technical sales engineer

## About NovaMea SA

NovaMea is a Swiss EPFL spin-off developing next-generation technologies and devices for electrochemical energy storage and conversion. We are connecting the dots for energy sovereignty by developing physical solutions to electrification. We have created a universal materials platform that produces novel membranes for electro-recycling (e.g., Li recycling), green hydrogen production, and long duration energy storage by flow batteries. We have also created an AI platform to accelerate the development and validation of these novel technologies.

## Job Overview

We are looking for an electrochemical engineer to support the commercialization of NovaMea's ion exchange membrane technologies. This position is intended for candidates with strong technical expertise who are motivated to translate technology breakthroughs into commercial deployment.

The role focuses on: market research; engaging with customers; supporting the adoption of novel electrochemical materials. The position bridges technical development and commercial activities and requires a hands-on and entrepreneurial mindset. The successful candidate will be involved in a business development cycle, from customer acquisition and follow-up, to coordination of delivery and logistics, etc.

## Position Conditions

80–100%; permanent position.

## Work Location

Saint-Sulpice (VD), Switzerland; on site with regular international business travel.

## Start Date

July 1st, 2026, or as agreed.

## Tasks and Responsibilities

1. Manage the full commercial cycle: from lead generation to order closing and delivery coordination. Prepare quotations, commercial offers, and proposals, and follow up with

clients. Coordinate internally to support order execution, shipping, and delivery of products and materials.

2. Technical Customer Engagement: Lead technical discussions with industrial partners (in the field of electrolysis, metal separation, flow batteries, electro dialysis), understand customer requirements and provide technical recommendations and solution pathways; Support evaluation and validation of NovaMea materials in customer systems

3. Interface Between R&D and Market: provide structured feedback from customers to R&D team, help define product specifications based on real use cases, support scale-up and application development

5. Opportunity Development: identify new application areas and collaboration opportunities, support proposal preparation and technical documentation, contribute to early-stage business development activities

6. External Representation: represent NovaMea in technical discussions, conferences, and customer meetings, communicate complex electrochemical concepts clearly to industrial stakeholders.

*The list of tasks and responsibilities mentioned in this document is indicative. Other tasks and responsibilities may be assigned following discussion.*

## **Qualifications and Skills**

- Must have a PhD in electrochemistry or electrochemical engineering, particularly in one of the following fields: water electrolysis, fuel cells, CO<sub>2</sub> electroreduction, flow battery, electro dialysis, or other electrochemical process; Master's degree only considered with significant hands-on experience in the above fields.
- Previous experience in business development, sales, or technical commercial roles, preferably in energy, cleantech, or hydrogen sectors, is not necessary but a plus.
- Ability and willingness to travel frequently internationally and engage directly with clients and partners.
- Strong client-oriented mindset with the ability to understand both technical and business needs.
- Excellent communication, negotiation, and presentation skills.
- Fluent in English; knowledge of other languages is a plus.
- Authorization to work in Switzerland.

## **Benefits**

- Contribution to the development and implementation of cutting-edge green technology.
- Opportunities for professional development and career growth.
- Dynamic and collaborative work environment.

## **Application**

Please send your CV and cover letter to Dr. Xingyu Wu, CEO, NovaMea SA.

E-mail: [xingyu.wu@novamea.swiss](mailto:xingyu.wu@novamea.swiss)

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