

Technical Sales & Project Development Specialist

Redox Flow ApS – Risskov, Denmark

Full-time position

About Us

Redox Flow is a Danish startup developing and manufacturing specialised research equipment for electrochemical experiments. We supply flow cells, pumps, power supplies, and accessories to universities and R&D departments worldwide. Our customers use our equipment to push the boundaries of flow battery, electrolysis, and electrochemical research.

Our story started the real startup way: we sold our first cell from a garage in 2018, then scaled up to meet growing demand. Redox Flow grew out of our own research needs into a fully-fledged company. Today, we're a small, dedicated team – and business is growing faster than our current capacity allows.

That means you'll feel the impact of your work from day one - no bureaucracy slowing you down, and genuine room to improve processes, implement ideas, and shape the direction of the company.

Demand is increasing, our product range is expanding, and we're building strong relationships with research groups across Europe, the US, and beyond. We've reached a point where we need a hands-on colleague to help manage incoming opportunities – and help us open new ones.

The Role

We're hiring a Technical Sales & Project Development Specialist to strengthen our commercial efforts and support product development. You'll work closely with our founder and technical team to drive sales, develop customer relationships, and contribute to shaping our product roadmap.

Your key responsibilities will include:

- **Technical sales** – Engaging with researchers and lab managers at universities and R&D departments. Understanding their needs, preparing quotes, and closing deals.
 - **Customer relationship management** – Building and maintaining long-term relationships with existing customers. Proactive follow-up, upselling, and ensuring customer satisfaction.
 - **Project development** – Scoping and managing collaborative projects with customers and partners. Supporting innovation funding applications and project management.
 - **Business development** – Identifying new market opportunities, developing distributor partnerships, and contributing to our commercial strategy.
 - **Product documentation & development** – Translating customer feedback into product improvements. Contributing to technical documentation, white papers, and marketing materials.
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Who You Are

You have a technical background and a genuine interest in the commercial side of things. You're comfortable talking to researchers about electrochemistry one moment and putting together a structured sales forecast the next.

We're looking for someone who brings:

- A degree in a relevant technical field – chemistry, chemical engineering, physics, nanoscience, materials science, or similar
- An interest in (or experience with) technical sales, business development, or customer-facing roles
- Strong communication skills in English; Danish and/or German is a plus
- A structured and self-driven approach – you take ownership and follow through
- Curiosity and willingness to learn – you don't need to know everything about electrochemistry on day one, but you need to want to

It's a bonus if you have:

- Experience from the electrochemical, energy storage, or hydrogen/electrolysis sector
- Familiarity with CRM tools (we use Pipedrive) and e-commerce platforms
- Experience with project management or innovation funding applications
- A network within the research or cleantech community

What We Value

- **Freedom in how you work** - We care about results, not micromanagement. You'll have the trust and space to find your own way of working.
- **Curiosity** - Questions are always welcome here, whether it's about a customer's chemistry setup or why we do things a certain way.
- **Looking out for each other** - In a team of three, everyone's success is everyone's business. We help each other out without keeping score.
- **Genuine interest in the work** - Electrochemistry and clean energy aren't just our business - we actually find this stuff fascinating.

What We Offer

- A central role in a growing startup with real impact on the direction of the company
- Flexible working hours, informal work environment and a results-first culture
- Close collaboration with a small, dedicated team of engineers and scientists
- The opportunity to engage directly with cutting-edge research groups worldwide
- Salary based on experience and qualifications
- Office based in Risskov, Denmark
- Opportunity to grow into a senior commercial role as the company scales
- Real involvement in product decisions, not just execution
- A front-row seat to building a company from early stage – with all the learning that comes with it



Interested?

Send your application and CV to Mikkel Kongsfelt at mk@redox-flow.com as soon as possible.

We're keen to fill the position as soon as possible and will review applications on a rolling basis. We welcome applicants of all backgrounds and experience levels – whether you're a recent graduate with the right drive or a seasoned professional looking for a new challenge.

We'd love to hear from you. If you have questions about the position, don't hesitate to contact Mikkel Kongsfelt at +45 31 26 20 40 / mk@redox-flow.com.