Advansor A/S
Rosbjergvej 7A
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VAT DK 29 40 14 62

Sales Engineer

Advansor is looking for Sales Engineer to become a part of an international team driven by finding the best solution for our customers

Your role

As Sales Engineer your focus will be driving sales and finding the best sustainable cooling and heating solutions for our Nordic speaking customers. Your main role will be to support our customers with technical quotations, including product design, calculations, and technical guidance, and help ensure correct project specifications before the order is produced.

Together with our regional sales team, you will play an important role in defending and expanding our market position.

You will be based at our headquarter in Aarhus, where you will be a part of a sales team consisting of 7 sales engineers. You will be part of Team North that covers our customers in Nordics, Baltics and the British Isles
As part of Advansor, you will get an important position in a dynamic team with skilled and dedicated international colleagues, and not the least, get the opportunity contribute to our position as the world's leading manufacturer of sustainable CO2 climate solutions.

Main tasks

- Consult and guide customer in sustainable climate solutions
- Design and offer best solution for our customers
- Follow up on customers and ongoing projects
- Close orders by structured activities in CRM
- Order documentation and handover to production
- Maintain customer relationships
- Provide market feedback to product development

Your background

You have completed a technical education, and preferably have an interest in or experience with refrigeration or heat pumps. It is an advantage if you have some practical working experience with technical sales but not a requirement. However, we do assume that you are motivated by transforming quotes to orders and that you are willing to learn.

Alternatively, you have several years of experience within refrigeration or heating, working in the field, and are now ready to take new challenge within technical sales.

If you are missing work experience a Trainee position can be considered for the right profile.

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You are good at working structured and handle several tasks. It is also important that you possess good IT skills as you need to be able to use diverse IT systems, including Microsoft Office.

We expect you to be able to communicate confidently in English, both orally and in writing, as it is our corporate language. We strive to support all our customers on local language and for this reason it will therefore be an advantage if you speak one or more of the Scandinavian languages.

We offer

As part of Team Advansor, you will get to work with more than 350 competent colleagues of more than 35 different nationalities and join us in our mission to design and produce the world's best sustainable climate solutions. You will become part of an ambitious company that values a good working environment, diversity, and teamwork.

We offer flexible working hours, access to our fitness centre, and probably the best canteen you have ever tried.

The salary is agreed based on your qualifications.

Please contact Jens Voss, Sales Engineering Manager – North at jev@advansor.com or phone +45 3525 6071 if you have any questions about the position or Advansor as a workplace.

Apply here

Sustainable CO2 climate solutions

As a market-leading manufacturer, we have designed and produced more than 18,000 CO2 systems for sustainable commercial and industrial cooling and heating around the world since 2006.
Many people associate CO2 with global warming. We're cool with that. Literally. Because CO2 is the most climate-friendly refrigerant: It's non-toxic, non-flammable and doesn't affect the ozone layer or harm our drinking water. *That's why we are 'cool with CO2'.*