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Job open: Sales Engineer / Account Manager at B COOL A/S

Would you like to help drive growth in a company that values trust, responsibility, and long-term relationships?

At B COOL A/S, we deliver sustainable refrigeration and HVAC solutions to the maritime industry, with a strong focus on natural cooling technology. We are expanding and looking for a proactive, relationship-oriented sales professional to develop new opportunities and strengthen key customer relationships.

What you will be doing

In this role, you will identify and pursue new customers and market opportunities, both nationally and internationally, and travel to meet clients onboard and in their offices. You will build and maintain strong customer relationships and take responsibility for selected key accounts and their long-term development.

You will sell services and technical solutions in close dialogue with customers, follow up on quotations from first contact to closing, and drive profitable projects. You will also provide market insights, keep customer activities updated in our ERP system, and contribute to sales planning and forecasting.

What we expect from you

You hold a technical degree in engineering or a related field, or a commercial degree combined with strong technical sales experience. You have solid experience with HVAC-R projects, preferably in sales or account management, and are comfortable working in international environments.

You combine strong analytical skills with the ability to understand complex refrigeration applications and communicate effectively with customers. You are fluent in English and flexible to travel. A driver's license and Danish language skills are advantages.

What we offer

At B COOL, you will have a flexible and autonomous role with freedom for initiative and professional development.

We offer a strong pension plan, health insurance, six weeks of vacation, a lunch scheme, mobile phone, and notebook.

Why join B COOL?

You will work with experienced colleagues and customers across the maritime industry and be involved in the development of modern refrigeration solutions using natural refrigerants.

We are looking for a curious and motivated person who wants to develop both professionally and commercially.

Ready to take the next step?

Send your CV and application to info@bcool.as . We review candidates continuously.

Questions? Contact bwc@bcool.as or learn more at <http://www.bcool.as>