

## **Sales Engineer / Account Manager – B COOL A/S**

Would you like to help drive growth in a company that values trust, freedom, and responsibility?

**At B COOL A/S**, we deliver sustainable cooling and HVAC solutions for the maritime industry with a strong focus on CO<sub>2</sub> technology. We are expanding and looking for a proactive, relationship-oriented sales professional to develop new opportunities and strengthen key customer partnerships.

### **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 relationships across cultures and take ownership of key accounts to ensure customer planning, satisfaction, and long-term growth.

You will sell services and technical system solutions in close dialogue with customers, follow up on quotations from first contact to closing, and drive profitable projects. In addition, you will provide market insights to support product development and strategy, record customer activities in our ERP system, and report on sales performance to contribute to planning and forecasting.

### **What you will bring along**

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

You combine strong analytical skills with the ability to understand complex refrigeration applications, and you are fluent in English. Flexibility to travel is required, while a driver's license, Danish language skills, or a US visa are advantages.

### **Additional information – we take care of our people**

At B COOL, you will join a dynamic and diverse workplace that values teamwork, trust, and personal growth. We offer a flexible and autonomous role with room for initiative, professional development opportunities, and great working conditions in an informal yet ambitious environment.

Our benefits include a strong pension plan, health insurance, six weeks of vacation, a lunch scheme, and the practical tools you need to succeed, such as a mobile phone, notebook, and corporate card.

### **Why join B COOL**

Your work will have a real impact. By joining us, you will contribute to a sustainable future in the maritime industry and be part of a pioneering team in natural refrigeration systems. With solid financial health and strong growth, we provide stability, opportunities, and space for you to shape your career.

We are looking for curious and motivated people who want to grow their skills while making a difference.

Ready to take ownership and shape the future with us?

Send your CV and application as soon as possible to [HR@bcool.as](mailto:HR@bcool.as) – we are reviewing candidates continuously.

Questions? Contact us at [bwc@bcool.as](mailto:bwc@bcool.as)  
Learn more at [www.bcool.as](http://www.bcool.as)