



NOVENCO Building & Industry is seeking a Senior Sales Engineer

NOVENCO Building & Industry A/S is a dynamic and technological-minded, ISO-certified company that focuses on sustainability, sustainable products, and high-tech manufacturing methods to facilitate the green transition. We offer energy-efficient solutions for ventilation and cooling within such diverse areas as industry, agriculture, air handling units, car parks, data centres, wind turbines, tunnels, fire-and-safety systems and much more.

Our headquarters is in Denmark with a subsidiary in the Netherlands, offices in the UK, Germany, India, Singapore and US, as well as a network of worldwide agents and dealers.

The company was founded in 1947. Over the years, we have evolved into a renowned worldwide company and leader in the design, development and manufacture of ventilation products and systems on the technological forefront.

For more information, please visit www.novenco-building.com

As the Senior Sales Engineer, your unique skills will help to drive the sales of our advanced & market leading cooling solutions to some of our largest and most important strategic data center customers.

In this role, you will also support the growth of the business by providing sales support to the Director, Global Data Center sales, to whom you will report. This includes pre and post client interaction throughout the sales process. If you enjoy challenging projects, using new technologies to help NOVENCO reach strategic business goals, and leveraging your entrepreneurial spirit, then this is the role for you!

Profile and Key Responsibilities

- Highly motivated and results-driven professional with 10+ years of relevant experience in the HVAC industry.
- Proven ability to contribute to team objectives and deliver high-quality results under pressure.
- Participate in the entire sales process – from initial discovery, project review & design and commercial submission.
- Work with customers to present a technical perspective on the company's sales offering.
- Provide alternative solutions as required to meet unique end-user requirements.
- Assist with development of customer presentations.
- Work together with your colleague, our Senior Mechanical Engineer, Data Center Sales, to provide quotes in support of sales opportunities.

You will be based at our new headquarters in Næstved, Denmark.

Qualifications

- Mechanical Engineering Degree or similar.
- Commercial Degree or sales experience.
- Excellent analytical, written, verbal communications, and documentation skills.
- Experience in the Data Center Industry would be an advantage.
- Must be able to communicate technically advanced solutions and product benefits, not only to technical experts but also to business decision makers as well.
- Understanding of the Sales Cycle and where each team member is responsible.
- Strong relationship building skills.
- Strong knowledge of MS Office and other related tools.
- Fluent in English, both spoken and written.

NOVENCO as a workplace

- NOVENCO has experienced major growth in the data center industry in recent years and is now viewed as a strong player in providing market leading solutions to several “hyperscalers”, including Meta.
- Our unique data center cooling solutions are currently the world’s most energy efficient, quietest and with 20+ year lifetimes, we have the lowest TCO costs in the industry.

Are you interested?

The position is full-time, and you will report to our Director Global Data Center Sales, John Jørgensen.

If you have any questions, you can contact John Jørgensen on +45 40 60 70 69.

Apply by sending an email marked " Senior Sales Engineer" to job@novenco-building.com as soon as possible.

Interviews will be conducted continuously.