



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

Sales Application Engineer, Singapore

Main focus – Assist with the development of our market in Singapore with focus on retrofits and energy saving solutions

Due to our significant growth in the APAC region, the company is now looking to bring on board a Sales Application Engineer/Project Engineer to assist with the growth in the Singapore market. Working across all key HVAC segments, but mainly focusing our efforts to become the preferred supplier within the Singapore market for energy efficient ventilation solutions. The focus areas will be to provide day to day sales support to the Singapore Sales Manager, provide engineering solutions, troubleshooting and participating in technical discussions with clients, attendance at site meetings and providing project management for large orders. There will also be the requirement to support our existing local distributors in securing opportunities in the retrofit of existing ventilation systems and with our Air Handling Unit OEM partners. Both areas make a significant impact in helping our customers to achieve world beating energy savings to help them to achieve their sustainability goals.

Position profile

Position title: Sales Application Engineer - Singapore

Reporting to the position: Sales Manager - Singapore

Location: Singapore

Responsibilities and tasks:

- Assist the Singapore Sales Manager to drive the company's expansion into the retrofit and new-build market in Singapore.
- Providing sales support and guidance to our agents, distributors, and OEMs.
- Assisting sales agents, distributors, and OEMs with the preparation of quotations and optimal technical fan solutions for ventilation systems.
- Project management for large projects including day to day coordination of deliveries and site requirements.
- Preparing and delivering technical sales presentations to end-users and consultants.
- Working with OEM AHU manufacturers to develop high efficiency AHU solutions for new-build projects.
- Representing NOVENCO Building & Industry at project site meetings.
- Providing guidance in the installation, service and repair of NOVENCO Building & Industry ventilation equipment.
- Representing NOVENCO Building & Industry at technical discussion with client and troubleshooting any site issues.

Candidate Profile / Qualifications:

The ideal candidate for this position should match the following criteria:

Educational background: Preferably degree within Engineering or similar e.g. within mechanical/electrical Engineering etc.

Language: English – fluent; verbally and in writing. Understanding of Malay, Chinese & Tamil would be an advantage.

Ideal experience:

- Preferably a technical background within AHU ventilation systems.
- Ability to use proprietary software to select optimal fan solutions for NOVENCO Building & Industry distributors and OEMs.
- Preferably good electrical knowledge (electrical motors and control systems).
- Good communicator who is confident to attend site meetings on behalf of NOVENCO Building & Industry.
- Preferably good knowledge of standards and regulations for industrial and commercial applications.
- A trustworthy person who is a good listener and who knows how to put the customer's needs in focus.

Personal and leadership competencies:

Confidence to represent Novenco with clients: The role will require the attendance at client and project site meetings. Strong confidence levels will be essential.

Good organisational skills: Day to day project management skills including coordination of site deliveries with the customer and Novenco Order Handling team.

Ability to provide on-site technical support: Providing guidance in the installation, service and repair of NOVENCO Building & Industry ventilation equipment.

Analytical: Navigates well within complex situations and divides problems into relevant parts, while sensitively integrating analytical output into a given context. Differentiates between key areas from irrelevant and less important ones.

Customer and service awareness: Seeks to give individual and personal service to customers and follows up on the service provided. Seeks new ways of improving the service in realistic and efficient ways, and values customers and service highly.

Inspires confidence: Makes a good first impression, appears honest, sincere, trustworthy and competent, to obtain trust.

Communication: Communicates the central issues in a discussion in a clear, fluent and precise manner, while keeping the recipients' attention and being attentive to the needs of others when he/she speaks. Produces written material and presentations, which is clear, fluent, precise and easy to understand.

Personal relations: Establishes and maintains relations with people at all levels – internally as well as externally – and makes people feel at ease. Achieves agreement by dealing with disagreements and potential conflicts in a diplomatic manner. Develops and maintains networks.