



Business Development Manager – Data Center Cooling Solutions **(Remote position, USA)**

Shape the Future with Energy Efficient Cooling Solutions

At NOVENCO Building & Industry, we are redefining ventilation and cooling solutions by providing innovative, energy efficient and sustainable cooling solutions for Data Centers and large-scale industrial applications. Join us as a Business Development Manager and help drive our growth in the U.S. market, while making a positive impact on our planet.

About NOVENCO Building & Industry:

NOVENCO Building & Industry A/S is a leading provider of energy efficient ventilation and cooling solutions. Headquartered in Naestved, Denmark, with subsidiaries in the USA, England, Germany, and the Netherlands, as well as sales offices in India and Singapore, we serve a global customer base.

We are expanding in the U.S. and seeking a dynamic and results driven professional to develop strategic customer relationships and create new business opportunities in the Data Center industry.

Your role

Your main responsibilities will include:

- Maintain and drive the growth of an existing hyperscale Data Center customer (CA, US), focusing on long term partnerships and identifying new opportunities.
- Foster strong relationships in the Data Center market, leveraging your expertise to drive revenue growth.
- Collaborate with your manager, our Director for US & Global Hyperscale data center sales, to develop and implement strategic sales plans.
- Engage with Rep firms, consultants, OEMs, end-users, and contractors to promote NOVENCO's solutions and increase market penetration.
- Represent NOVENCO at industry events and conferences, boosting visibility and positioning us as thought leaders in Data Center cooling solutions.
- Work closely together with our Denmark based Sales Engineers and Sales Support Team, who will support you to deliver customized technical solutions .

Who You Are

The ideal candidate will bring a mix of technical expertise and business development skills, including:

- Bachelor's Degree in Mechanical Engineering, Business, or equivalent is preferred.
- Experience in the HVAC industry and a good understanding of Data Center technologies.
- Background in data center cooling solutions preferred.

- Minimum 10 years of experience in business development, sales or account management.
- Strong ability to communicate technical solutions to diverse audiences.
- Proven track record of managing the full sales cycle and achieving ambitious sales targets.
- Excellent problem solving, analytical, and interpersonal skills.

Why Join Us?

We offer more than a job — we offer a platform for personal growth in a fast growing global company that is committed to innovation, sustainability and a greener world.

What we offer

- Attractive salary package
- Competitive 401K package plan

Ready to Join Us?

If you're passionate about creating sustainable solutions and excited about the opportunity to shape the future of energy-efficient cooling in Data Centers and beyond, we want to hear from you.

Apply today and become a part of NOVENCO's mission to redefine cooling solutions globally!

Send your application & CV to job@novenco-building.com