

## Spanish Speaking Sales Engineer

**Advansor** is looking for a **Spanish speaking Sales Engineer** to become a part of an international team driven by finding the best solution for our customers



### Your role

As Sales Engineer your focus will be driving sales and finding the best sustainable cooling and heating solutions for our Spanish speaking customers. Your main role will be to support our customers with technical quotations, including product design, calculations, and technical guidance, and help ensure correct project specifications before the order is produced.

Together with our regional sales team, you will play an important role in defending and expanding our market position. You will also work closely with our R&D, engineering and manufacturing teams.

You will be based at our headquarter in Aarhus, where you will be a part of a sales team consisting of 6 sales engineers. You will be part of Team South that covers our customers in South Europe and LATAM.

As part of Advansor, you will get an important position in a dynamic team with skilled and dedicated international colleagues, and not the least, get the opportunity contribute to our position as the world's leading manufacturer of sustainable CO2 climate solutions.

### Main tasks

- Consult and guide customer in sustainable climate solutions
- Design and offer best solution for our customers
- Follow up on customers and ongoing projects
- Close orders by structured activities in CRM
- Order documentation and handover to production
- Maintain customer relationships
- Provide market feedback to product development

### Your background

You have completed a technical education and preferably have an interest in or experience with refrigeration or heat pumps. It is an advantage if you have some practical working experience with technical sales but not a requirement. However, we do assume that you are motivated by transforming quotes to orders and that you are willing to learn.

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Alternatively, you have several years of experience within refrigeration, working in the field, and are now ready to take new challenge within technical sales. You are good at working structured and handle several tasks. It is also important that you possess good IT skills as you need to be able to use diverse IT systems, including Microsoft Office.

We are looking for new team member, who is fluent communicating in Spanish. However, our corporate language is English, and therefore, it is also a requirement that you can communicate in English both orally and in writing.

If you are currently living in another country and looking for an opportunity in Denmark, this is a unique chance to move to Aarhus, known as the city of smiles and the world's smallest metropolis, and become part of our exciting journey.

### We offer

As part of Team Advansor, you will get to work with more than 320 competent colleagues of more than 35 different nationalities and join us in our mission: to design and produce the world's best sustainable climate solutions. You will become part of a highly ambitious company that values a good working environment, diversity, and teamwork.

We offer flexible working hours, an informal work environment with the possibility to grow with the company. Salary is decided based on your qualifications.

Please contact Guillem Perez Gongora, Sales Engineering Manager at [gpg@advansor.com](mailto:gpg@advansor.com) or phone +45 8730 2598 if you have any questions about the position or Advansor as a workplace.

### Sustainable CO2 climate solutions

As a market-leading manufacturer, we have designed and produced more than 18,000 CO2 systems for sustainable commercial and industrial cooling and heating around the world since 2006. Many people associate CO2 with global warming. We're cool with that. Literally. Because CO2 is the most climate-friendly refrigerant: It's non-toxic, non-flammable and doesn't affect the ozone layer or harm our drinking water. That's why we are 'cool with CO2'.

### Important dates

- Application deadline: 19 June 2025
- Date of employment: As soon as possible

### Application

Via website: **APPLY**

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