



We are hiring!

Key Account Manager OEM Business (m/f/d)

Req ID 42904

Contact: Catharina.cuersten@danfoss.com

Join Danfoss Climate Solutions as a Key Account Manager (m/f/d) OEM Business in Germany!

Are you ready to contribute to a sustainable future while advancing your career? Danfoss Climate Solutions is seeking a dynamic Key Account Manager OEM Business (m/f/d) to drive sales and expand market share for our innovative cooling solutions across Germany, Austria, and Benelux for our OEM accounts. Our products like valves, heat exchangers, gas and pressure sensors and compressors are used by multinational companies that design and manufacture state-of-the-art heat pumps.

Take the next step in your career and help us lead innovation and sustainability forward!

Job Responsibilities

- Develop and execute customer-focused sales strategies to boost business development.
- Build and nurture relationships with OEMs and key decision-makers.
- Accountable for negotiating pricing strategies with customers, ensuring competitiveness while safeguarding profitability.
- Provide regular reporting and accurate sales forecasts.
- Manage escalations efficiently, ensuring prompt resolution of issues to maintain strong customer relationships and drive business continuity.
- Collaborate with internal teams like OEM Sales team, Application & Tech support and Commercial Sales Support to identify market trends and optimize product offerings.
- Represent Danfoss at industry events and provide regular reporting on market activities.

Background & Skills

- A background in Mechanical Engineering, Thermodynamics, or a related field.
- Proven experience in key account management and OEMs within the HVAC industry
- Strong communication skills in both English and German.
- Exhibit a high level of negotiation, presentation, opportunity management and result-orientation skills
- Technical understanding of cooling design and familiarity with digital tools like Salesforce.
- Ability to thrive in a medium- or large structured company with global and culturally diverse work environment.
- Willingness to travel to meet clients and attend industry events (up to 40% of your time)
- Leadership capabilities to collaborate and guide multiple stakeholders in internal processes.