



We are hiring!

Key Account Manager Cooling Applications (m/f/d)

Req ID 42596

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Are you ready for an exciting new career challenge? Join Danfoss and help shape a sustainable future!

Danfoss Climate Solutions is seeking a Key Account Manager OEM for Cooling Applications, based in Germany (home office), responsible for business in Germany, Austria and Benelux.

In this role, you will be responsible for driving sales and expanding market share across the full range of Danfoss Climate Solutions products, specifically focused on cooling applications, while aligning with our strategic vision. Your contribution will be key to accelerating growth in sales and market share.

Job Responsibilities

Drive business development in line with Danfoss Climate Solution strategy, focusing on growth and profitability within cooling applications.

Collaborate with management to define customer-focused sales strategies for strategic accounts, ensuring alignment and achievement of overall business objectives.

Accountable for negotiating pricing strategies with customers, ensuring competitiveness while safeguarding profitability.

Build and maintain a strong network with decision-makers in customer organizations Develop, implement, and manage customer development plans and fostering long-term relationships Provide regular reporting and accurate sales forecasts Manage escalations efficiently, ensuring prompt resolution of issues to maintain strong customer relationships and drive business continuity.

Identify current and future requirements on market and technology trends to guide necessary product developments

Collaborate with OEM Sales team, Application &Tech support and Commercial Sales Support team and product lines to drive results

Participate in fairs and other events to promote Danfoss

Background & Skills

- Educational background in Mechanical Engineering, Thermodynamics, or a related field.
- Key Account Management experience in a medium- or large structured company, preferably within the cooling applications industry.
- Experience in building and maintaining relationships with OEMs (Original Equipment Manufacturers) in HVAC industry.
- Demonstrated ability to contribute to market share growth, even in competitive environments.
- Ability to thrive in a global and culturally diverse work environment.
- Leadership capabilities to collaborate and guide multiple stakeholders in internal processes.
- Proficient in both written and spoken English and German, with the ability to communicate effectively across different languages and cultures.
- Exhibit a high level of negotiation, presentation, opportunity management and result-orientation skills
- Technical understanding of cooling design and manufacturing process (is an add-on)
- Digital Tools experience (e.g. Sales Force) is a plus
- Willing to travel within DACH & Benelux (up to 40% of your time)

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