

## Area Sales Manager, Spain

Advansor is looking for an Area Sales for Spain to become a part of an international team driven by finding the best customer solutions.

### Your role

As part of our dynamic and skilled sales team, you will play a vital role in expanding our technical sales and market share within the refrigeration industry. You will drive growth in the Spanish market, where you are given a unique opportunity to help secure our position as a market-leading supplier of sustainable CO<sub>2</sub> refrigeration systems.

You will be responsible for sales within your assigned portfolio of accounts, acting as our primary face to the customer. Your main objective will be to drive the sale of our advanced CO<sub>2</sub> refrigeration and heating systems across the retail, heating, and industrial segments. You will achieve this by building strong partnerships with end-users, refrigeration consultants, and contractors.

Working closely with our internal sales, customer support, and after-sales teams, you will contribute to our ambitious growth targets. This involves strengthening relationships with existing and new customers, providing expert technical advice to end-users, and offering qualified sparring to design consultants.

You will report directly to the Regional Sales Manager for Iberia.

### Your main tasks

- **Execute** sales and market activities in alignment with global and regional strategic plans.
- **Drive** sustainable growth and profitability by identifying opportunities within both existing and new customer accounts.
- **Provide** expert technical support and guidance to ensure optimal solutions for our customers.
- **Cultivate** a robust professional network among Food Retail end-users, refrigeration consultants, and contractors.
- **Accelerate** the sales pipeline through proactive customer development and value-based selling.

### Your background

- **Relevant professional background** within refrigeration, HVAC, or a related technical field.
- **Proven experience** in B2B sales, ideally with 2+ years of experience from the refrigeration or HVAC industry.

- **Technical expertise** in refrigeration technology; experience with natural refrigerants (CO<sub>2</sub>) is a significant advantage.
- **Market knowledge:** Familiarity with the Retail or Industrial sectors is preferred, but not a requirement.
- **Strong commercial mindset** with the ability to translate technical features into customer value.

You possess an open mindset, a strong sense of responsibility, and the ability to work independently with a structured approach. Characterized by high personal drive and a positive attitude, you are motivated by reaching ambitious goals. Furthermore, you are highly customer-oriented with excellent communication and relationship-building skills.

As English is our corporate language, you must be able to communicate confidently both orally and in writing.

### We offer

As part of Team Advansor, you will get to work with more than 350 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.

Salary is decided based on your qualifications.

Please contact Regional Sales Manager Iberia, Javier Montaner on +34 518 88 97 59 or [jmm@advansor.com](mailto:jmm@advansor.com) if you have any questions.

Apply here [Link](#)

### Sustainable CO<sub>2</sub> climate solutions

As a market-leading manufacturer, we have designed and produced more than 20.000 CO<sub>2</sub> systems for sustainable commercial and industrial cooling and heating around the world since 2006.

Many people associate CO<sub>2</sub> with global warming. We're cool with that. Literally. Because CO<sub>2</sub> is the most climate-friendly refrigerant: It is non-toxic, non-flammable and does not affect the ozone layer or harm our drinking water. **That is why we are 'cool with CO<sub>2</sub>'.**