

## Sales Engineer – Industrial Refrigeration

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Company: Johnson Controls International

Location: Budapest

Category: other-general

Are you passionate about industrial refrigeration technology? If so, we have an exciting opportunity for you!

### What you will do

As a **Sales Engineer - IREF**, you won't be a typical salesperson. Instead, you'll be the bridge between our advanced refrigeration and industrial heat-pump technology and our valued customers delivering them our tailored solutions that enhance efficiency, reliability, and sustainability.

### How you will do it

Utilize your 5+ years of industrial refrigeration expertise to understand client needs.

Identify new business prospects in the refrigeration and industrial heat-pump market.

Maintain strong client relationships using your technical insights.

Stay informed about industry trends and competitor activities.

Deliver compelling presentations highlighting our solutions.

Work with our technical teams to tailor solutions for clients.

Negotiate and close deals, ensuring satisfaction and growth.

### What we look for

Technical background – mechanical engineering (Bachelor's degree or higher)

Collaborator- you enjoy working in cross-functional teams cooperating closely with engineers and technical experts

Curiosity - you're always hungry for knowledge. Whether it's a new refrigerant or an innovative control system, you're eager to learn.

Sales Acumen - while you're not a traditional salesperson, you understand the business side.

Languages - you're native **Hungarian** speaker and you have fluent working knowledge of **English**

### **We offer**

Competitive salary package, including a base salary and bonus scheme, along with comprehensive benefits and opportunities for professional growth within our organization.

Encouraging and collaborative team environment

Options for further career development

Extensive product and on the job/cross training opportunities with outstanding resources available

Company car also for private use

#LI-PP1

#LI-Hybrid

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