

# Viking EMEA

## Where passion meets protection



### BUSINESS DEVELOPMENT MANAGER Detection EMEA

At Viking EMEA, we encourage an entrepreneurial spirit within our teams, recognizing that the best fire protection solutions are born from collective intelligence. We are always eager to collaborate, brainstorm, and refine our ideas with our colleagues. Will you join us and bring your expertise to our team?

Due to the growth of our company, we are searching for an entrepreneurial Business Development Manager (BDM) colleague to enforce our sales team in EMEA within the Detection product line. The BDM is instrumental in the execution of a Commercial & Sales strategy that will contribute to the achievement of Viking general objectives and more specifically to profitable growth objectives both product line and territory related. You will be responsible for promotion, specification and sales of all our detection products to large end-users particularly vertical markets like datacenters, computer rooms, and large warehouses as well as selling to fire contractors in this area. Your duties are, above all, business development of our existing and new range detection to various parties in the sales chain as well specifying in data center and logistics community related organizations.

#### **Responsibilities:**

- Be instrumental for a detection product launch and building up sales for an existing and new line of detection products in your sales territory
- Establish Viking S.A.'s local presence as innovative fire detection player and build up strong and trustful relationships with customer and stakeholders (end users, governmental authorities, building /industrial /fire protection lobbies)
- Provide valuable local market input back to Product Management and represent important end-user needs
- Continuously look for cross-selling fire protection opportunities within your area
- Work together with the technical support engineers as well the local sales and CSR teams to achieve happy customers
- Define the sales strategies for following the guidelines, goals and targets received from your Sales Manager

#### **Reporting line & travelling:**

You are preferably based in one of the countries where Viking sales office are located (the Netherlands, Spain, Italy, Germany, France, Turkey, UAE, Poland, Sweden, Austria) and work from the local office or your home-office. The position requires traveling (3-4 days a week) across EMEA. You will report to the Sales Director, based in Luxembourg.

### Qualifications and experience:

- Background in working with various detection technologies such as ASD-, Beam-, Flame- and Gas-detection systems
- Knowledge of key verticals such as telco, datacenter, computer room, warehouse, logistics, cold storage, industrial
- Understanding of value chain stakeholders from manufacturer, through to channel partner, installer, system integrator and end-user
- Experience in removing barriers to entry to allow deployment of relevant detection products into new territories and/or verticals
- Ability to communicate product value proposition to influence the specification of detection products with end-users / key accounts
- Extensive network in the fire protection industry especially with consultants, distribution channels and end-users
- Excellent verbal and written communication skills are essential

### Personal characteristics:

- You have a high level of energy and a strong sense of commitment
- You are self-motivated and an organized self-starter
- You are a team player, you have charisma and used to deal with a broad variety of different people
- From a sales perspective, you are able to build up a business
- You have excellent time management skills, being able to adapt your agenda in the most efficient way to maximize the result

### Our offer:

We provide you with an interesting and challenging position in an international environment. Moreover, we offer you a promising sales challenge for detection systems with a top of the line product. Viking offers a competitive package, including company car and an attractive bonus system.

### Contact information:

If you are interested in this position, please send your Curriculum Vitae and cover letter in English via this website. For more information, please visit our website: [www.viking-emea.com](http://www.viking-emea.com)

Viking is part of the Minimax Viking Group, which employs around 10,000 people and boasts an annual turnover in the region of more than €2.4 bn.

Viking EMEA, as a subsidiary, is active in sales and distribution of fire protection products and systems in Europe, the Middle East, and North Africa, currently serving 2,100 customers in 74 countries. It offers a full range of components for sprinkler & deluge, water mist, foam & gas extinguishing, and detection & control systems, covering a wide range of applications in commercial and industrial sectors.

Viking EMEA employs more than 220 people from about 25 nationalities. It has sales and distribution centers in Luxembourg (HQ), Germany, Spain, Sweden, the UK, and Turkey. Several offices and sales teams in the Netherlands, France, Italy, Poland, Romania, Serbia, Egypt and Dubai complete the network in the EMEA region.

Be part of our passionate community where every role is essential, every idea valued, and every day is an opportunity to contribute to saving lives and property.

Trusted above all.

