

Viking EMEA

Where passion meets protection



Regional Foam Team Leader EMEA

Based in Germany, Benelux or South of Europe

Viking EMEA is actively expanding and in order to enhance our foam division one market we are looking for the right person to join the team as the Regional Foam Team Leader.

As “Regional Foam Team Leader EMEA” (RFTL) you will lead the sales and profit for Foam by developing and driving foam systems sales growth for our brands Viking and KCA. You will establish this via different routes to market: foam contractors, end-users, OEM’s and distributors. In addition, you will support the local team activities across Viking’s fixed foam product portfolio across EMEA.

The main responsibilities of this position are:

- Develop foam systems sales, by direct sales activities,
- Analyze sales and margin development by products, territories and customer segments in co-ordination with the Product Manager and the local Commercial Team; propose improvement actions,
- Own the sales process its customers related to foam systems, cross selling opportunities including interfacing with colleagues, sales quotations, timely follow up of all larger quotes, project opportunities, manage the quotation pipeline including forecast,
- Define local opportunities and describes how to materialize these opportunities within a certain period,
- Define and determine unique selling points and project pricing,
- Propose, initiate and participate in relevant industry exhibitions and conferences,
- Lobby relevant associations and government departments together with the local sales team,
- Clarify country-specific requirements for the use of foam systems (registrations, approvals, documentation),
- Give or assist with trainings,
- Support the preparation of complex quotations with CSR (take offs, BOM preparation),
- Answer technically advanced customer questions when required,
- Propose improvements of system configurations to customers and other AHJ’s,
- Perform market and competition analysis to feedback to PM and understand weakness and future trends affecting our portfolio,
- Assist the Foam Product Manager to roll out new products introductions and concepts for relevant markets,

- Give excellent customer service and demonstrate the account management values that set Viking apart from its competitors. Make happy customers.

Qualifications and experience:

- You have at least 7 years of experience in foam fire protection systems sales
- You have an understanding for the jargon within the contracting business and you are a people oriented person
- You have a proven track record of accomplishments and achievements in the sales function driving profitable growth
- You know how to manage different types of sales channels and to negotiate with (large) customers
- You are able to give excellent customer service and demonstrate the account management values that set Viking EMEA apart from its competitors
- You have a Bachelor's degree, higher education is preferred

The position requires travels to our customers and local offices across EMEA. You will report to the sales Director EMEA. Ideally, you are located in Germany, BeNeLux or South of Europe.

Personal characteristics:

- You should have a high level of energy and you are a self-starter,
- You are able to prioritize and get things done,
- You have proven sales and negotiation skills,
- You are valued for your excellent interpersonal communication skills; you can communicate, interact and adapt to all levels in the organization through various channels and methods,
- You are able to build strong relationships and networks through trust and integrity,
- You are a listener and able to influence, motivate and convince when needed,
- You are result oriented and have a strong sense of commitment to deliver.

Our offer:

We provide you with an interesting and challenging position in an international environment, within a growing business unit. Viking offers a competitive package like a company car and a bonus/incentive plan.

Contact information:

As a member of the Minimax Viking Group, Viking stands tall on the global fire protection stage with 10,000 employees and an annual turnover of over €2.4 billion.

Viking EMEA is a key player in distributing our fire safety products and systems across Europe, the Middle East, and North Africa. Serving over 2,100 clients in 74 countries, we deliver everything from sprinklers to advanced detection systems, meeting both commercial and industrial demands.

At Viking EMEA, we foster an entrepreneurial spirit within our teams, recognizing that the best fire protection solutions are born from collective intelligence. We believe in the power of collective intelligence and encourage a culture of collaboration and creative thinking.

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.