

Viking EMEA

Where passion meets protection



Area SALES Manager – Gas Suppression & Detection

Saudi Arabia

Viking EMEA continues its' expansion in the market of the Middle East. Seeing Saudi Arabia as highly potential and challenging market for our products, we are looking to enhance the local team with the Area Sales Manager for Gas and Detection product lines in Kingdom of Saudi Arabia.

The Area Sales Manager will take part in the execution of a Commercial & Sales strategy that will contribute to the achievement of Viking general objectives and more specifically to the profitable growth objectives in your territory within the Saudi Arabia market. You will be responsible for the sales of all our gas and detection products to the fire contractors in this area. Your duties include account management, business development as well specifying, initiating presence on vendor lists as well networking in the engineering/ building community and supporting local industry related organizations.

You will have the following objectives:

- Be responsible for the sales performance of your area for indicated product lines.
- Enforce Viking EMEA local presence, through specification, vendor list presence, build up strong and trustful relationships with customers and stakeholders (end users, governmental authorities, building/industrial/fire protection lobbies spending nearly 40% of you time in BD activities)
- Identify Business opportunities, building and maintaining relationships with potential & existing customers
- Provide valuable local market input and work with the central functions, (e.g. Product Management, Operations & Credit department, etc.) to optimize sales
- Meet the sales revenue for the gas & detection products in KSA
- Continuously improve and optimize the sales of your area at sales, margin and cost levels
- Work together with the local team to and engage in cross selling to reach the annual sales of your location and company targets
- Define the strategies for local business following the guidelines, goals and targets received from your Local Sales Leader to maximize Vikings foot print and product penetration in KSA

You will be home-based ideally located in Riyadh. The position requires extensive travel (up to 3 days a week) conducting planned customer meetings and regular follow up and gathering market intelligence, training activities and other business meetings mainly in in the Kingdom of Saudi Arabia and possibly other countries, and reporting and recording all your business activities in the company CRM and to your manager.

Qualifications and experience:

- Background from Gas Suppression within the fire protection industry in the Saudi Market

- Understanding of fire contracting business
- Experience in approaching end-users, consultants and other specifiers
- Proven sales skills, experiences and network
- Experience with Salesforce & Power Bi, would be an advantage

Personal characteristics:

- You to have a high level of energy and a strong sense of commitment
- You are able to pursue short terms, but understand you need to work on future sales by creating demand
- You are a good communicator
- You are a people oriented person
- You are a self-motivated and organized self-starter
- You are a team player, with a strong character
- You are able to prioritize and get things done
- You are well organized, have excellent time management skills, being able to adapt your agenda in the most efficient way to maximize the result

Our offer:

Stable company: for over **three decades**, our company has stood the test of time, weathering economic shifts, technological revolutions, and industry changes. We're not just stable; we're a ship that has sailed through storms and emerged stronger. Be part of a team that values tradition, experience, and unwavering commitment.

Package: we offer a **competitive compensation package** that recognizes your expertise and dedication. Plus, enjoy the added perk of **exciting work travel opportunities** that broaden your horizons and enrich your professional journey

Great place to work: we're not just a big company; we're a close-knit community that spans continents. As you contribute to impactful projects, you'll experience the best of both worlds: the resources and reach of a multinational structure combined with the warmth and support of a tight-knit family. **Grow your career** with us, collaborate across borders, and enjoy the **advantages** of a truly **inclusive and nurturing environment**. Apply now and become part of our extraordinary journey!

Contact information:

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

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 €2.2 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.