

# Viking EMEA

## Where passion meets protection



## Head of Gas Sales EMEA

Viking EMEA is actively expanding and in order to enhance our position on the gas market we are looking for the right person to join the team as the Head of Gas Sales. The Head of Gas Sales EMEA is responsible for increasing sales of Gas suppression for Viking's Gas systems portfolio across EMEA.

The Head of Gas Sales will report to the Sales Director and enforce Viking's local presence by managing and supporting the company's mission and policies in order to build up strong and trustful relationship with customers and stakeholders. The Head of Gas Sales will work in partnership with Viking's Product Managers, Marketing and manage the Technical Support and Trainings function to optimize the sales.

### **The Head of Gas Sales EMEA has the following tasks:**

- Work on a personal direct sales target in a defined territory as well as contributing to a team target
- Drive initiatives that result in accelerating growth of market presence, market awareness
- Act as a stakeholder concerning enablers as stock, pre-sales / specification and vendor lists
- Build a high performing team
- Focus on new business and understand business opportunities
- Set up a selective dealer network and initiate sales by developing dealers technically and commercially
- Initiate sales initiatives with the marketing team, implement and execute sales plans
- Maintain customer contacts and analyse customers with the aim to optimally satisfy their requirements and needs
- Communicate market requirements as well as customer and end-user needs to the Product Management team
- Define, agree on agreements and account plans, including the relevant commercial framework conditions
- Develop commercial propositions
- Represent Viking in e.g. trade associations, exhibitions and seminars
- Prepare reports, sales forecasts, visit reports and customer surveys
- Establish sales objectives for the sales territory, define the 'tools in the toolbox' required for business growth
- Monitor budget by controlling sales, margin and expenses, initiate appropriate measures in case of deviations
- Define and agree on local annual KPI targets with senior management, prepare, analyse and report figures and sales strategies

## Location and travelling:

The position is a hybrid role based close to one of Viking EMEA European locations and requires traveling (min. 50% of the time) within all parts of EMEA.

## Qualifications and experience:

- Minimum of 10 years' experience in technical sales/business development within the fixed fire protection in an international environment (Gas Suppression)
- A good understanding of the contracting business
- Proven planning and time management skills with relevant industry and product experiences, with a strong commercial instinct
- Strong verbal and written communication skills in English, ability to communicate efficiently on all hierarchical levels
- Proven managerial skills with change management experience
- A knowledge of other languages is an advantage

## Personal characteristics:

- A high level of energy and a strong sense of commitment
- Ability to be self-motivated and an organised self-starter by character
- Ability to motivate others, natural leadership, charisma, ability to make decisions and act as a fighter
- Ability to think with a helicopter view and be able to prioritise and realise your objectives
- Well presented, enthusiastic with the drive to succeed in a competitive but developing market

## 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!

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.