

# Viking EMEA

## Where passion meets protection



### Sales Engineer, South-East Turkey and Caspian countries

Viking EMEA is actively expanding and to enhance our position on the market we are looking for the right person to join the team in Turkey as the Sales Engineer.

You will contribute to the success of the Viking Turkey organization through an intelligent selection of our products quoted, and meanwhile delivering an outstanding service to our customers.

You will provide technical information and support to (potential) customers and prepare accurate and timely quotations. You will work closely with your colleagues from Sales and Operations and make sure you achieve the highest value of quote conversions into orders.

#### Objectives and responsibilities:

- Develop and execute sales strategies to expand Viking business in Caspian Countries as well as South East region of Turkey
- Identify and build relationships with key partners, distributors, and end customers in the mechanical and fire protection industries
- Manage the full sales cycle from lead generation to contract closing
- Provide technical and commercial support to clients and partners by support of all back office sources and departments colleagues
- Conduct market analysis and competitor tracking to identify growth opportunities
- Report regularly on business performance and market developments
- Manage the marketing budget taking ownership and accountability of the marketing function

#### Qualifications and Personal qualities:

- At least 5 years of sales and /or business development at an export area for mechanical devices and systems like fire protection, fire suppression, Detection, BMS, HVAC, pumps, with track proven record
- Experience of sales and/or business development across the Caspian countries in mechanical or fire protection sector
- In-depth **knowledge of fire protection products and systems**
- No restriction to travel. **The role requires needs to travel 70% of business time. 30% in Turkey and 70% in caspian countries (Azerbaijan, Turkmenistan, Uzbekistan, Kazakhstan, Georgia, Kirgizstan, Tajikistan)**
- Valid driving licence and ability to drive car actively

- English language speaking, writing, understanding at upper intermediate level
- Russian language in addition to English would be preferred
- Patient, ambitious and Agile personality who has got self discipline and self motivation in his/her authority and responsibility
- 4 years degree from a Technical Department from a reputable university.

#### Location / Traveling / Reporting line:

While our office is based in Istanbul, this role is predominantly mobile; therefore, we are not restricting our search to candidates from a specific location. You will report to the Country Manager.

#### 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.