



KEY ACCOUNTS MANAGER

JOB TITLE: Key Accounts Manager – Fire and Life Safety Systems
TERRITORY: Southern, Central and West Africa

Exciting opportunity available for a Key Accounts Manager for the Fire and Life Safety division in Business Development of Engineered Systems.

FS Systems International Ltd protects lives and assets through cutting-edge fire and enterprise security technology, throughout Africa and LATAM. We are a diverse, agile team of intrapreneurs, specialists, professionals, and collaborators - and we're a lot of fun to work with.

The team member we are looking to bring onboard will be responsible for:

- Create, nurture and respond to sales opportunities relating to the company's range of Fire & Life Safety products and solutions and close sales orders within the set geographical boundaries.
- Establish quarterly and annual sales objective in co-ordination with the company's leadership team.
- Work closely with the Pre-Sales engineering team to help define how our solutions are designed and deployed
- Provide product and sales training to customers and help them understand our solutions and service offering.
- Articulate the specific requirements of the customers to the company's technical and operations department and vice versa to ensure that the expectations of both parties are adequately managed.
- Stay abreast of competitors, new opportunities and industry trends by researching industry events, publications and announcements

We are looking for someone with:

- Knowledge of Addressable and Conventional fire detection systems as well as public address, voice alarm, intruder alarms, video surveillance and related safety systems
- Knowledge of fire suppression systems
- PSIRA registered
- SAQCC Fire registered as either Installer, Commissioner or Designer will be advantageous
- 5Years industry experience with 5 years' experience in a technical sales environment.

Closing Date: 31 May 2023

If this is something that interests you, what are you waiting for - apply now by clicking on the link below.

<https://app.smartsheet.com/b/form/68432703d3b94e85899e530eba2a4965>

- *Should you not hear from us within 7-14 working days from closing date of the advert, kindly consider your application unsuccessful.*