



KEY ACCOUNT MANAGER

JOB TITLE: Key Account Manager – ISMS

TERRITORY: Africa

At FS Systems International, we are committed to delivering cutting-edge fire and security solutions across Africa and LATAM. With a strong focus on the mining sector, our team is dedicated to ensuring that some of the most challenging and remote environments are secured with the highest level of technology. We pride ourselves on being at the forefront of innovation, providing robust solutions that not only meet but exceed industry standards.

The Role

We are looking for a Key Account Manager to manage and grow key client relationships across Africa within our Integrated Security Management Systems (ISMS) division.

This role is focused on delivering high-end, integrated security solutions into mining environments, working with leading platforms such as video surveillance, access control, intrusion detection, and software systems. You will be responsible for managing established accounts, identifying new opportunities within those environments, and delivering solutions into complex, multi-system deployments.

Key Responsibilities

- Manage and grow key accounts across defined territories in Africa
- Identify, develop, and close new opportunities within existing and new client environments
- Deliver integrated solutions across video surveillance, access control, intrusion detection, and software platforms
- Work closely with technical teams to define and position solutions for client requirements
- Lead and contribute to complex deal structuring and solution deployment approaches
- Establish and track quarterly and annual sales objectives
- Provide product and solution guidance to clients and end-users
- Maintain awareness of industry trends, competitor activity, and market developments
- Feed client requirements back into technical and operational teams to support continuous improvement

Requirements

- Minimum 5 years' experience in a technical sales environment within the security industry
- Strong understanding of integrated security systems (CCTV, access control, intrusion detection, etc.)
- Proven ability to build and maintain client relationships in complex environments
- Experience working on multi-system or integrated solutions
- Willingness and ability to travel extensively across Africa

What Makes This Role Different

- Focus on high-end, best-in-class security technologies
- Work within a specialised mining environment across Africa
- Exposure to complex, large-scale, multi-system deployments
- Established client base with long-term relationships
- Remote-based role with travel into key client regions

Interested in this role? Apply [HERE](#)