



# KEY ACCOUNTS MANAGER

**JOB TITLE:** Key Accounts Manager – Fire and Life Safety

**LOCATION:** Johannesburg

**TERRITORY:** Southern, Central and East Africa

Exciting opportunity available for a Key Accounts Manager for the Fire and Life Safety division based in Johannesburg.

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 and related safety systems
- Knowledge of fire suppression systems
- PSIRA registered
- SAQCC Fire registered as either Installer, Commissioner or Designer will be advantageous•
- 10Years industry experience with 5 years' experience in a technical sales environment.

When hiring, we look for team members who **align with our values** and believe in delivering excellent customer service, have integrity, maintain a high standard of work, are creative and innovative, highly passionate, high performing and believe in constantly upskilling themselves.

If this speaks to you and you keen on joining our team, send your CV to [vacancies@fs-systems.co.za](mailto:vacancies@fs-systems.co.za) using the job role as your reference.

Check out link below for a Wamly one-way interview as a first step in our recruitment process. A great way for us to get to know you better!

[my.wamly.io/link/FSSystemsPTYLTD/6571740f](https://my.wamly.io/link/FSSystemsPTYLTD/6571740f) (Copy link in google chrome)

Looking forward to hearing from you.

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