



# KEY ACCOUNTS MANAGER

**JOB TITLE:** Key Accounts Manager – Integrated Security Systems  
**TERRITORY:** Southern, Central and West Africa

Exciting opportunity available for a Key Accounts Manager for the Integrated Security Systems division in Business Development of Engineered Systems.

As the Key Account Manager you will be tasked with growing market share, driving strategic commercial initiatives, and concluding sales of the company's range of Video Surveillance, Access Control, Intrusion Detection, Software and Electronic Safety products within the assigned territory.

The role needs to ensure that the company's principle products and services achieve the maximum exposure and that set sales targets and goals are met. You will be tasked with building market position through locating, developing, defining, negotiating, and closing business relationships.

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 and close sales orders within set geographic boundaries
- Conclude sales of the company's range of Video Surveillance, Access Control, Intrusion Detection, Software and Electronic Safety products
- Establish quarterly and annual sales objectives in coordination with the Commercial Director
- Work on key deals to help define and oversee how our products are deployed.
- Provide product and sales training to end-users to help them understand our products and service offering
- Feedback end user customer requirements to technical and operations departments to help implement product offering and service improvements
- Compile data on competitive products and pricing, maintain working knowledge of competitive offerings.
- Stay abreast of 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

- 5 years 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.*