



Business Development Manager (Africa)

We are looking for a Business Development Manager targeted at finding new clients (distributors) for our FIPRON products in Africa. This is a highly visible role that will see your work with our team and directly with the Regional Director.

Responsibilities

Your key priorities will be primarily new business development and building increasing value within the clients you establish to achieve overall revenue targets. You will attain these results by proactively engaging with new clients and, working with our team, develop close relationships with customers to understand their business and provide them with a targeted solution.

Skills and experience

The successful candidate will need to demonstrate strong business development experience, together with solution selling and consultative sales experience, including demonstrated experience managing long sales cycles. Ideally you will have sales experience in the fire protection sphere, although this is not essential. You will require a real passion for sales, a personal drive for success and a strong determination to achieve your objectives.

Your profile:

- Minimum 2 years' experience in professional sales or business development
- Demonstrated track record of success in meeting and exceeding sales targets
- Excellent active listening, negotiation, presentation and consultative sales skills
- Individual customer approach
- Commercial acumen, ability to identify opportunities and finding nontrivial solutions
- Strong analytical skills and target-focused mentality
- Good organizational and time management skills

This position will offer you opportunities to show your professional skills in a young company and to grow up your career ladder fast.

The role includes:

- Competitive salary and commission
- Highly collegiate team and supportive work environment
- Strong opportunities for career progression

As an employer we provide every employee with a positive working environment, continued professional development and equal opportunities.

If you are a talented professional, passionate about what you do, and want to work in a company that can support your growth, we want to hear from you.

At FIPRON we are passionate about our work, we believe that we can make the world a safer place. As a team, we believe in winning as one - collaborating to reach shared goals and developing through challenging and meaningful experiences.

More information about FIPRON can be found on fipronglobal.com