



Job Title	Key Accounts Manager – Fire & Life Safety
Company Division/ Department	FSI
Reporting Line	Head of Fire & Life Safety
Direct Reports	NA

Purpose (Summary of the role)

As the Key Accounts Manager, you will be tasked with the growing market share, driving strategic commercial initiatives and concluding sales of the company’s range of Fire and Life Safety solutions. You will work mostly in the industrial (Mining) client base in Africa and other areas of the company’s operations.

To be successful as the Key Accounts Manager, you must be able to work under pressure whilst continuously seeking ways to improve business and marketing strategies. Ultimately, an exceptional key account manager should be able to manage multiple key accounts without compromising on the quality of services provided.

The Key Accounts Manager must 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 identifying, developing, defining, negotiating and closing business relationships.

Minimum Requirements (What we need from you)

- 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

Duties & Responsibilities (What you would be required to do)

- 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.
- 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.

Line Manager:	Name & Surname:	Signature:
Employee:	Name & Surname:	Signature
Date:		