



Business Development Manager Italy

Imagine a future where you're contributing to protecting the world

Join us in this role where you in partnership with our dynamic global sales team will build a strong and trustful relationship with customers and partners with your local presence in Italy and ensure the future growth of VID FIREKILL in this area.

You'll be part of Business Development and Sales where you, together with your colleagues, will drive growth in the European watermist and firefighting market. The main market will be Italy. We expect you to already be familiar with the fire protection industry in this area as you'll be responsible for increasing sales of our watermist solutions across it.

As our new BDM you'll play an important role in:

- Identifying new market opportunities – build business cases on identified potentials in the market.
- Driving sales performance and growth in Italy.
- Building and securing strong local strategies in the fire protection industry.
- Developing activities and launch plans to secure growth and impact in your area.
- Making consultants, engineering companies and authorities aware of our solutions.
- Setting the direction and lead sales development.
- Ensuring continuous growth of our watermist solutions and brand.

To succeed in the role, you must:

- Have a background in sales and business development within watermist or the fire protection industry in Italy.
- Have a good understanding of contracting business and a strong commercial instinct.
- Be self-driven, outgoing, and have the drive to succeed in a competitive market.
- You must be structured, analytical, and have a good overview of projects.
- Have strong verbal and written skills in English.
- Have a good team spirit.

Our journey to protect the world one project at the time

VID FIREKILL is a world-leading innovative developer and manufacturer of low-pressure watermist solutions. VID FIREKILL specializes in fixed water-based systems utilizing environmentally friendly firefighting methods. Our company HQ is in scenic Svendborg in Southern Denmark, where all products are developed and manufactured in our ISO 9001 accredited production facility.

All our solutions are unique, offering either better performance, better approval, or a better solution than what is found on the market today.

If you'd like to work with us, we can offer you:

An interesting and challenging position in a fast-growing company with a flat organizational structure. The position is full-time, you'll be working from home and VID FIREKILL offers a competitive salary corresponding to the role (including a company car and a bonus plan).

You're expected to do some travelling in relation to your work, as you'll be expected to travel to our Head Quarters in Southern Denmark, fairs, seminars, and to local customer locations.

For further information about the position, please contact our European Sales Director Christophe Balayre at +33 677 850 766 or cb@vidfirekill.com. For information regarding the recruitment process, please contact HR Manager Nicole Emer Moritzen at +45 2830 9199 or nem@vidaps.dk.

The application deadline is Friday May 12th 2023. We will conduct interviews during the application period so please apply at your earliest convenience.

To apply to this position, send your CV, application letter, and other relevant documents in English to nem@vidaps.dk.

