



Business Development Manager Data Centers EMEA

Imagine a future where you're contributing to protecting our digital 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 within the data center industry and ensure the future growth of VID FIREKILL in this key vertical.

You'll be part of Business Development and Sales where you, together with your local sales colleagues, will drive growth of our FM Global approved low pressure watermist solutions in the data center industry. We expect you to already be familiar with the global data center industry as you'll be responsible for increasing sales of our watermist fire protection 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 this key vertical.
- Building and securing strong strategies in the data center industry.
- Developing activities and launch plans to secure growth and impact in this vertical.
- Making consultants, engineering companies and end users aware of our solutions.
- Setting the direction and lead sales development in this industry.
- Ensuring continuous growth of our watermist solutions and brand.

To succeed in the role, you must:

- Have a strong background in sales and business development within the data center or the fire protection industry.
- 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 and fast moving 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 Svendborg in Southern Denmark, where all products are developed and manufactured in our ISO 9001 accredited production facility.

Our low pressure water mist solution for data centers is unique, offers great performance, is FM approved and is the most complete water mist fire protection solution 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 in the EMEA region.

For further information about the position, please contact our Business Development Director Miguel Martinez at +31 612 312 959 or mm@vidfirekill.com. For information regarding the recruitment process, please contact HR Director Suzi Egeberg Thomsen at set@vidfirekill.com.

The application deadline is Friday June 16th 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 mm@vidfirekill.com.

