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## Area Sales Manager (Scandinavia)

### Role Overview:

We are seeking a motivated and experienced Area Sales Manager dedicated to supporting and developing our existing Scandinavian-based customers plus grow our customer base.

Although the role is UK based, it will involve significant travel to the region to continue the drive the development and implementation of the sales pipelines to support the business growth strategy. In this role, you will have the opportunity to think outside of the box and shape the future of our company.

### Key Responsibilities:

- Oversee the entire Scandinavian customer base
- Develop and implement sales pipelines and strategies
- Achieve realistic sales goals for yourself and the team
- Proactively identify and onboard new partners/ businesses to sell with us
- Travel as needed to facilitate the company's growth targets

### Qualifications:

- Highly experienced in business development and sales
- Proven ability to think creatively and develop innovative sales approaches
- Self-motivated with the ability to set and achieve ambitious goals
- Excellent written and spoken English/ Swedish or Norwegian language at a technical level
- Competency with computers and willingness to learn our inhouse system

### Target Audience:

Our target audience would be the fire sprinkler industry and contractors to construction projects, regardless of value. This role offers an exciting opportunity to tap into a wide range of industries.

### How to Apply:

If you are a dynamic and experienced Sales Manager, with Swedish or Norwegian language skills looking to make an impact, we want to hear from you. Please send your CV to [Careers@Rapidrop.com](mailto:Careers@Rapidrop.com)



Assessed to ISO 9001:2015  
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