

<https://www.rft-jobs.be/vacature/business-development-manager-sweden-2/>

Business Development Manager Sweden / Norway

Description

Rf-Technologies is one of the leading European designers and manufactures of passive fire & smoke protection products and employs 220 people in its two production sites in Belgium (headquarters) and Slovakia. We have sales offices in the Netherlands, France, Germany, the UK and Sweden. Rf-Technologies sells its products in more than 28 countries, with a turnover of over 50 million euros.

Rf-Technologies' solutions are designed and approved for all types of walls: vertical and horizontal, in concrete or lightweight materials. They are compliant with the most stringent local and European standards. In its pioneering role in the field of compliance with international standards, Rf-Technologies has been testing its products according to the European test criteria since 2004. We see a great potential to increase turnover and market share in Scandinavia, therefore we are hiring a Business Development Manager for Sweden & Norway.

Responsibilities

- The primary responsibility will be further sales development in the Swedish and Norwegian market. In this market, we currently have one large Value-Added Reseller, Swegon, that is selling our products, and your task will be to support Swegon in selling these products.
- Developing and following through a sales pipeline – in order to deliver the budget.
- You give technical trainings and become an expert in Swedish fire damper legislation.
- Developing the ventilation/"fire safety" designer/consulting community for the RF-Technologies brand and products, including designers within the ventilation contractors community.
- Logging all relevant building projects.
- Following through the sales cycle together with Rf-Technologies partners.
- Mapping the relevant market for Rf-Technologies business as projects, designers, contractors and competition.
- You communicate on a continuous basis with the Sales team in Belgium, on a regular basis you have meetings with the Rf-t Sales & General management in Belgium.

Qualifications

Education & Work experience

Academic degree as a Master of Science or Economics or other related area required within sales and engineering. The right candidate could have a background in sales and/or engineering, designer background within fire and ventilation.

Business critical personal skills

- Business and result oriented
- Strong communication and presentation skills
- You are able to create long-term and successful relations and build trust

Employer

Rf-Technologies

Employment type

Voltijds

Location

Sweden, Sweden, Sweden

Werken op afstand mogelijk

Working days

Monday – Friday

Posted on:

april 10, 2025

with customers, suppliers, partners and other stakeholders

Language

Swedish native speaker, good mastery of English, other Scandinavian language could be an asset

Travel

This job is an independent external sales function and support function. It requires travel in the region (2 to 3 days per week) and regular travel to Rf-Technologies head-offices in Belgium. You and your clients will get strong support from a sales officer & from the sales lead who is based in Belgium.

Our offer

- Attractive remuneration package