



Join a high-performing group with a purpose: to grow a safer, cleaner, healthier future for everyone, every day.

We are hiring for **Business Development Manager - West** in **Halma company HFI**

| Location | Business Unit | Report to |
|-----------|---------------|----------------------|
| Bengaluru | Safety | Sales Director - HFI |

About us

Halma is a global group of life-saving technologies companies, driven by a clear purpose. We are an FTSE 100 company with headquarters in the UK and operations in 23 countries, including regional hubs in India, China, Brazil, and the US

Our diverse group of nearly 50 global companies specialise in market leading technologies that push the boundaries of science and technology.

For over 50 years, the combination of our purpose, strategy, people, DNA and sustainable business model has resulted in **record long-term growth in revenues and profits and an increase in dividend by ≥ 5% every year**– an achievement unrivalled by any company listed on the London Stock Exchange.

Halma India fulfils the potential of the region by harnessing the diverse talents, expertise, infrastructure, and operational

We have a team of over 250 professionals representing commercial, digital and support functions across our seven offices in India, two in Bengaluru and one each in Delhi, Mumbai, Thanjavur, Vadodara, and Ahmedabad.

Halma India is a Great Place to Work® certified organisation, recognised for 3 consecutive years.

Here's why working with us is fulfilling:

We offer a safe and respectful workplace, where everyone can be who they 'REALLY' are, feel free to bring their whole selves to work and use their unique talents, knowledge, expertise, experiences, & backgrounds to create meaningful outcomes.

We nurture entrepreneurial spirits and empower them to think beyond the possibilities, to discover, shape and build their own unique stories. Our diverse businesses and operations provide fulfilling opportunities to grow as individuals and make an impact.

We are simple, humble and approachable, and we believe in leadership at all levels to bring our purpose to life. Everyone at Halma India makes an impact, and so do you when you join us!

Halma India is an equal opportunity employer, which means the base of our recruitment decisions is always on skills, competencies, attitudes, and values. We are committed to hiring from diverse backgrounds without regard to age, ethnicity, religion, marital status, disability status, sex, gender identity, or sexual orientation.





Detailed job description

| | |
|--|---|
| <p>About Halma company HFI</p> | <p>We are a new business unit under the Halma Safety sector, created to deliver simplified safety solutions to India and beyond. Our mission is to nurture partnerships and address intricate safety requirements with simplified, affordable, and globally recognized solutions.</p> <p>As HFI, we manufacture fire safety products and solutions, and provide consultancy, training, and full technical support, so that you always have peace of mind in knowing that your assets are given the best possible protection from fire.</p> <p>HFI: https://hfisafety.com/</p> |
| <p>Position Objective (The purpose of role in current business/market scenario)</p> | <p>Key objective of this position is to work through a network of Architects and Consultants and specify Halma Fire brands, not just the brand name but also the key product specifications based on the latest technology. From an end user perspective, this will create value for customers and justify the value and premium for Halma Fire companies in the market. This position shall also manage the Government Undertakings and key end customer accounts to drive accelerated business growth and profitability.</p> |
| <p>Responsibilities (KRAs / deliverables / job expectations)</p> | <ul style="list-style-type: none"> • Devise Effective BD Strategy for the long term and short-term growth for the Western region. • Visit end-users to promote and build long term relationships and position. • Work closely with the design and engineering consultants across Sout India to create unique position for HFI products. • Planning and Overseeing new market Initiatives. • Examine risks and potentials for the business opportunity. • Work closely with Sales & Marketing team. • Help build a strong pipeline of projects with specifications and brand approvals. |
| <p>Academic Qualifications</p> | <ul style="list-style-type: none"> • Engineering Graduate (B.E./B. Tech) in Electronics/Electrical. • MBA from reputed Institute will be an added advantage. |
| <p>Experience (exposure)</p> | <ul style="list-style-type: none"> • Work Experience of 15-18 years overall majorly in Sales/Business Development. • Preference will be given to candidates from Fire, Security and Automation Industry. |
| <p>Key attributes (critical functional competencies)</p> | <ul style="list-style-type: none"> • Strong knowledge of fire Industry and key applications. • Effective communication and presentation skills. • Building inter-personal relationships. • Sound technical orientation and understanding. • Analysing, Organising and Planning Skills. |

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**Competencies
(fundamental skills and
attitudes)**

- Strategic Mindset.
- High performance and achievement oriented.
- Self-motivated and self-dependent.
- Independent thinker.
- Strong quality orientation.
- Humble (high integrity, patient and transparent).
- Strong learner and risk taker.
- Customer focused.

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