



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

We are hiring for **Regional Sales Manager – Wireless Fire Detection** in **HFI -Halma**

Location	Business Unit	Report to
Noida	Safety	Director Sales

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 specialize 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

About Halma company HFI	HFI Business Development team leading the North region. HFI has focus on delivering innovative fire safety solutions to the customers with wide range of products. You will be a part of the Fire Detection team driving Wireless Fire Detection Systems in the market which is still in nascent stage but has a tremendous potential for growth over coming years. You will get to work with a high performing team and opportunity to interact with Argus factory based out of Italy. Our purposeful and inclusive culture is a competitive advantage that helps attract the best talent, high achievers with low egos, striving to make a positive difference in the world. Halma was recently recognised as a global business leader for championing gender diversity in workplace. Halma was also recognized as the Britain's Most Admired Engineering Company of 2019 and the 7th Most Admired Company on an overall basis. Find out more about us at www.halma.com and www.hfisafety.com
Position Objective (The purpose of role in current business/market scenario)	Our wireless solutions are sold under brand name of Argus which is a European EN approved product manufactured in Italy. We have installed the wireless systems in several installations over past 6 years in India market. Argus is a leader in wireless systems globally with its Innovative solution offering and strong product line. This position will involve strengthening the current presence and relationships, building and expanding new relationships, penetrating larger opportunities in the market in multiple verticals with a clear focus on selling wireless solutions. The position will be responsible for driving exponential growth to build a leadership position in the market and create a niche for wireless systems.
Responsibilities (KRAs / deliverables / job expectations)	• Identify market / customer / application opportunities and devise an effective product positioning strategy for the short and long-term business development. • Grow and maintain brand equity of our products India market. • Visit end-users to promote and build long term relationships and position wireless as a product of choice. • Work closely with the design and engineering consultants across India to design and specify wireless products. • Drive the channel partners to identify new opportunities in the market • Train, develop and manage appropriate partner capabilities for effective business growth and customer support. • Develop and execute appropriate product promotion and sales strategies for building market awareness and brand presence. • Support the partners in site survey at the end customer location • Working with international teams and technical team to support in solution selling.
Academic qualification	• Engineering Graduate (B.E./B. Tech) in Electronics/Instrumentation • MBA from reputed Institute will be an added advantage.

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Experience (exposure)	• Work Experience of 9-11 years overall. • Sales Experience of minimum 5 years in Fire Industry with solution selling capabilities to end users.
Key attributes (critical functional competencies)	• Hands-on and action oriented • High performance and achievement oriented. • Self-motivated and self-dependent • Strong quality orientation • Humble (high integrity, patient and transparent) • Strong learner and risk taker • Customer focused • Strong Analytical skills, data driven
Competencies (fundamental skills and attitudes)	• Strong knowledge of fire Industry and key applications • Effective communication and presentation skills • Analysing, Organizing and Planning skills • Building inter-personal relationships • Sound technical orientation and understanding • Channel and partner management capability • Sales management skills

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