



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

We are hiring for the **Regional Sales Manager - India** in the Halma company **BEA**

Location	Business Unit	Report to
New Delhi/ NCR	Safety	International Sales Manager South Asia & Middle East

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 the last 42 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 $\geq 5\%$ 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 resources.

We have a team of over 200 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 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.

Why join us?

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, and 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. We promote and support non-linear career growth for the right talent.

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!



Detailed job description

About Halma company BEA	BEA, founded in Belgium in 1965, is one of the first companies in the world to come up with sensors specially aimed at opening and making automatic doors safe in commercial and industrial applications. BEA is one of the first companies to launch a Doppler microwave radar specially adapted for automatic doors. We have three business subsidiaries in ASIA, US & EUROPE. Our key focus segments are Pedestrian Entrance Solutions (PES), Industrial Doors and Gates Solution (IDGS) and Factory and Logistics Automation Solution (FLAS). For more info, visit http://www.bea-asiapacific.com/en/
Position Objective (The purpose of role in current business/market scenario)	Position plays a key role in developing BEA's Market position in India within the targeted Segments, apart from handling the Door OEMs additionally focuses on Projects within targeted segments providing technical consultation to Decision Influencers of projects
Responsibilities (KRAs / deliverables / job expectations)	• Responsible for Driving Sales and Exceeding Sales Targets as set for South Asia Region. • This role requires a candidate with a Hunter profile, responsible for identifying and acquiring new prospects. • To develop new prospects and convert them into BEA's Customer and Channel partner base within PES, IDGS & FLAS Markets. • To meet existing customers and end-users, gather relevant Market information and strategize Action Plans to increase BEA Product penetration into PES, IDGS & FLAS Markets. • To explore and Strategize Sales Strategies and Tactics within PES, IDGS & FLAS key markets in South Asia. • Organize recurring Product Trainings to New & Existing Customers. • To run Safety Campaigns in Conjunction with the Marketing Department to effectively raise Safety awareness towards PES, IDGS & FLAS Customers. • Develop technical understanding of BEA products as well as the Competition to effectively gauge and position BEA effectively. • Be involved in Intensive and Efficient engagements with different stakeholders (Technical Support, Product Management, and Application Engineers) to provide insight towards Product Support and New Product Developments for South Asia Markets.
Academic Qualifications	• Bachelor's degree from a four-year college or university in Electrical or Mechanical Engineering or a closely related field. MBA Degree preferred.

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Experience (exposure)	Minimum of 5-10 years of direct selling experience to key accounts, technically and commercially. Experience in related fields like Automatic door Sensors, Sensing Solutions, AGV/AMR Sensing Solutions.
Key attributes (critical functional competencies)	- Strong Sales and Negotiation Skills. - Strong technological background. Understands Technological details (Radar, LZR, Infrared, Inductive, others) utilized in different sensors. - Good understanding of the building industry (if possible, Automatic Door/Industrial Door) - Ability to train and educate the stakeholders on sensors. - Related Sales experience in the capital goods industry - Experienced with long-cycle sales and Building Strong & Long-lasting Customer relationships. - Outstanding communication and presentation skills, as well as strong interpersonal skills - Experience in Word, Excel, PPT etc. - Able to work in autonomy with back-end support from Cross Functional and Cross-National teams.
Competencies (fundamental skills and attitudes)	- Strategic Mindset. - Self-motivated and self-dependent. - Independent thinker. - Strong quality orientation. - Strong learner and risk taker. - Customer focused. - Fluent in English (Written and Verbal). Additional Languages (Hindi) is a bonus.

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