



We Protect Today for a Better Tomorrow

Position Title: Business Development Engineer (m/f/d) – FM Approvals

Reports To: Witali Engelhardt (Manager New Business Europe)

Location: Frankfurt am Main or Paris

We currently have an exciting opportunity for a **Business Development Engineer (m/f/d)** to join us in our Frankfurt or Paris office. Based in Frankfurt or Paris, and reporting to the Manager New Business EMEA, Witali Engelhardt.

The **Business Development Engineer** will primarily be responsible for assisting FM Approvals to expand the availability of FM Approved products, which are locally available and serviced and accepted by local jurisdictions.

Key Responsibilities:

- Development of new business and sales of certification services for loss prevention technologies.
- These efforts include the development and execution of short and middle term marketing strategies and business development plans to expand into selected product categories and regions.
- Identifying prospects through various channels, including presentations at industry events, working with trade associations, participation in trade shows, market education and influencing key stakeholders in specific industries.
- Identifying and working with key stakeholders in specific targeted industries to increase the awareness and demand for FM Approved products.
- Another key part of the role is to develop and maintain relationships with local authorities, trade associations, standard committees and manufacturers of loss prevention products and systems and develop an understanding of their needs, decision process and criteria.
- Monitoring and influencing national and international standards development.
- Providing product specific support to risk prevention engineering.

Qualifications:

- Bachelor's Degree in engineering or equivalent experience, preferably civil engineering, fire protection, mechanical or electrical engineering or business/marketing degree with relevant experience in a technical role

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- Combination of education and work experience will be considered
- Minimum 2 years of professional experience in one of the following areas: industrial building construction industry, active or passive fire protection industry, industrial loss prevention risk engineering, hazardous locations and/or explosive atmospheres
- Excellent verbal and written communication skills in English and local language
- Knowledge of national and international loss prevention product certification standards is desirable
- Experience in business development is a distinct advantage
- Effective listening skills
- Excellent organizational, interpersonal, verbal, and written communication skills (including facilitating and presenting) with the ability to convey capabilities and key messages effectively and efficiently.
- Good analytical and problem-solving skills
- Self-motivated with a passion to learn
- Local and international driver's license. Expected travel is 35% - 40%.

If you are interested in applying for this position, please apply via <https://www.careersatfm.com>.

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