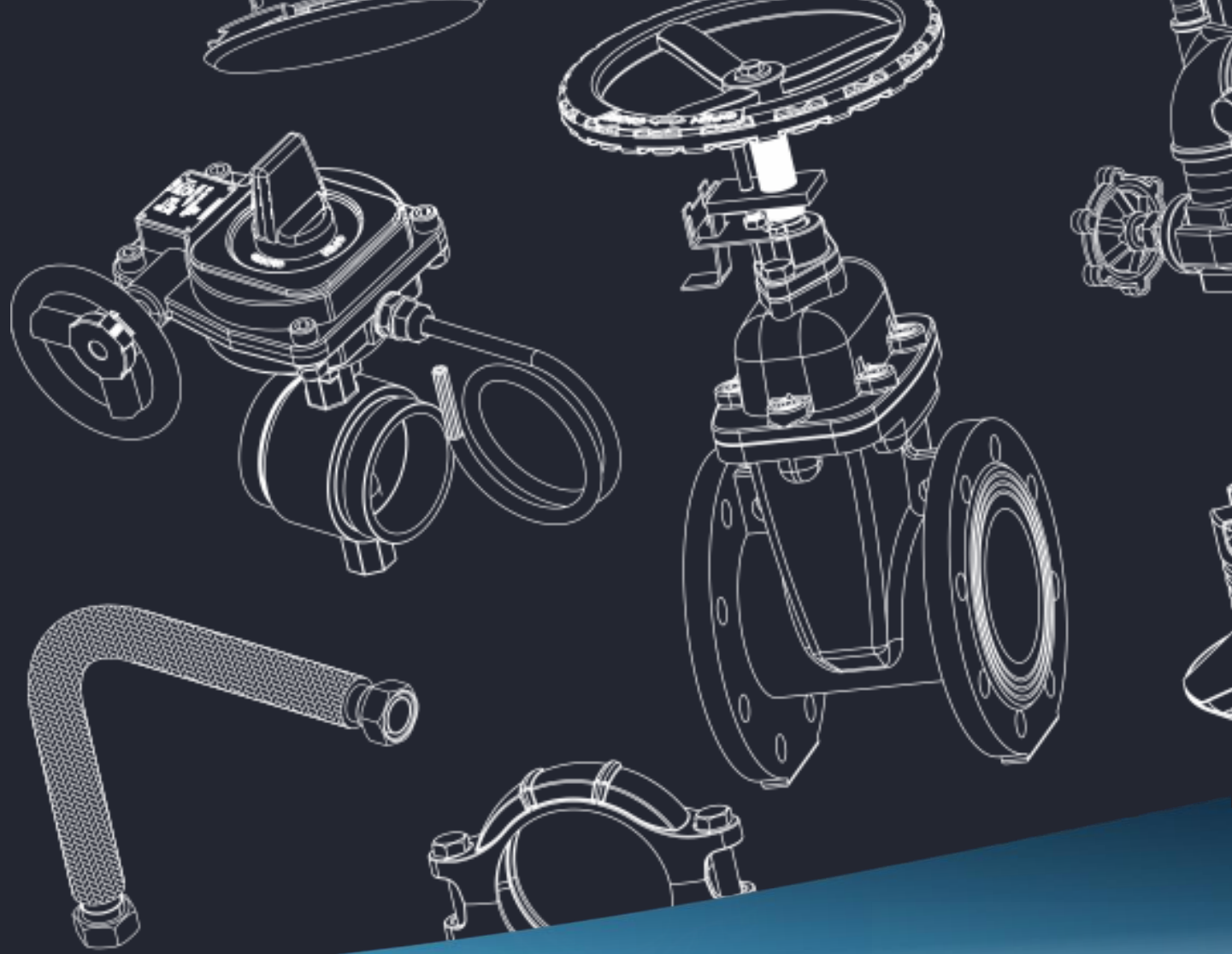




Internal Sales Executive – French Market

July 2026



Join Rapidrop

A Global Leader in Fire Protection Innovation



At Rapidrop, we are proud to be a British manufacturer and global supplier of high-quality fire sprinklers and fire suppression equipment. From our headquarters in Peterborough, Cambridgeshire, we support customers in over 75 countries with reliable, internationally approved fire safety solutions.

Our product range, including UK-manufactured sprinkler heads, valves, flexible hose systems and specialist fire protection components, has built a strong reputation for quality, innovation, technical expertise and our customer-centric approach.

We are committed to protecting lives and property, with our systems installed around the world and contributing to major commercial developments and landmark projects.

IFI, the original foundation of Rapidrop, supports the construction and fenestration industry by supplying specialists and installers with a comprehensive range of fixings, fitting tools and consumables. Over the past eighteen months, Rapidrop has entered an exciting new phase of growth, welcoming a new CEO and Chairman alongside significant investment and long-term expansion plans. This includes new storage facilities in the UAE, increased European capacity and a new product development programme to expand our range and improve availability.

Today, our teams operate across the UK, Europe, the Middle East and South Africa, supported by continued investment in our UK headquarters, including a fully refurbished modern office environment. With a collaborative culture and a growing international footprint, Rapidrop offers an exciting opportunity to contribute to a business focused on innovation, growth and protecting people and property worldwide.



The Shard, United Kingdom



Mall of Istanbul, Turkey

Role Overview

Location: Peterborough
Contract: Permanent
Reports to: Sales Manager

As Internal Sales Executive – French Market, you will play a key role in supporting Rapidrop's commercial growth across France.

Working closely with the Sales Manager, Area Sales Managers and colleagues across the business, you will manage customer enquiries, prepare quotations and build strong relationships with both existing and prospective customers.

This role combines account management with business development and would suit a proactive, commercially minded individual who is fluent in both French and English and enjoys delivering outstanding customer service.



Key Responsibilities

- Support sales growth across the French market through excellent customer service and proactive account management.
- Develop existing customer relationships while identifying and securing new business opportunities.
- Prepare quotations, manage enquiries and follow up sales opportunities to maximise conversion.
- Promote Rapidrop's products and solutions to increase market share across France.
- Build strong relationships with customers, distributors and internal stakeholders.
- Maintain an accurate sales pipeline and customer records using the CRM system.
- Represent Rapidrop professionally through customer meetings, exhibitions and industry events where required.



Wembley Stadium, United Kingdom

Experience & Expertise

Essential

- Previous experience in internal sales, account management or business development.
- Fluent in both French and English, written and spoken.
- Strong customer relationship and communication skills.
- Experience using CRM systems to manage sales activity.
- Commercial awareness with the ability to identify sales opportunities.
- Excellent organisation and time management skills.
- Ability to manage multiple priorities within a fast-paced environment.

Desirable

- Experience within manufacturing, technical products or fire protection.
- Experience supporting international customers or distributors.
- Knowledge of B2B sales processes and customer relationship management.



VIMD Kvar, Zagreb, Croatia



Heathrow Airport, Terminal 5, United Kingdom

Why Join Rapidrop?

Rapidrop is a growing international business with a strong reputation for quality, innovation and reliability within the global fire protection industry. As the company continues its global expansion, we are investing in our people, products and capabilities to support long-term growth.

Joining Rapidrop means becoming part of a collaborative and ambitious team, where individuals are encouraged to contribute ideas, take ownership of their work and make a meaningful impact on the business.

This is an exciting opportunity to play a role in shaping the next stage of Rapidrop's international growth, working alongside experienced colleagues across multiple markets and functions.

What We Offer

- Salary c£30k + bonus
- Company pension total 8% (Employee contributions 3% Rapidrop Global contributions 5%)
- Annual leave 25 days (pro rata), Christmas shutdown (up to 3 days annual leave to be kept back to facilitate this)
- Death in service benefit –4 x annual salary from day 1
- International travel opportunities
- Opportunities for professional development and career progression
- Employee Assistance Program –Access to full support services 24/7, shopping rewards, health cash plan, access to online Dr Appointments



Galeria Korona, Poland

Ready To Apply?

If you are excited about the opportunity to join Rapidrop and feel your experience aligns with the role, we would love to hear from you.

Our Recruitment Process

1. Apply

Please [click here to submit](#) your CV and a short supporting statement

2. Review

Applications are reviewed on a rolling basis and interviews may take place before the closing date, so early applications are encouraged.

3. Initial Conversation

Shortlisted candidates will be invited to an introductory discussion via Teams.

4. Interviews

Candidates progressing will attend two formal interview with key stakeholders at our Head Office in Peterborough or via Teams.

5. Outcome

A final decision will be made and candidates will be informed as soon as possible.

Inclusive Recruitment

Rapidrop is committed to creating an inclusive and supportive workplace where everyone feels valued, respected and able to thrive. We welcome applications from people of all backgrounds, experiences and perspectives, recognising that diversity strengthens our teams and drives innovation.

If you require any adjustments or support at any stage of the recruitment process, please let us know. We are committed to ensuring every candidate has a fair and positive experience.

Good luck with your application. We look forward to receiving your application and exploring how you could contribute to Rapidrop's continued growth and success.

