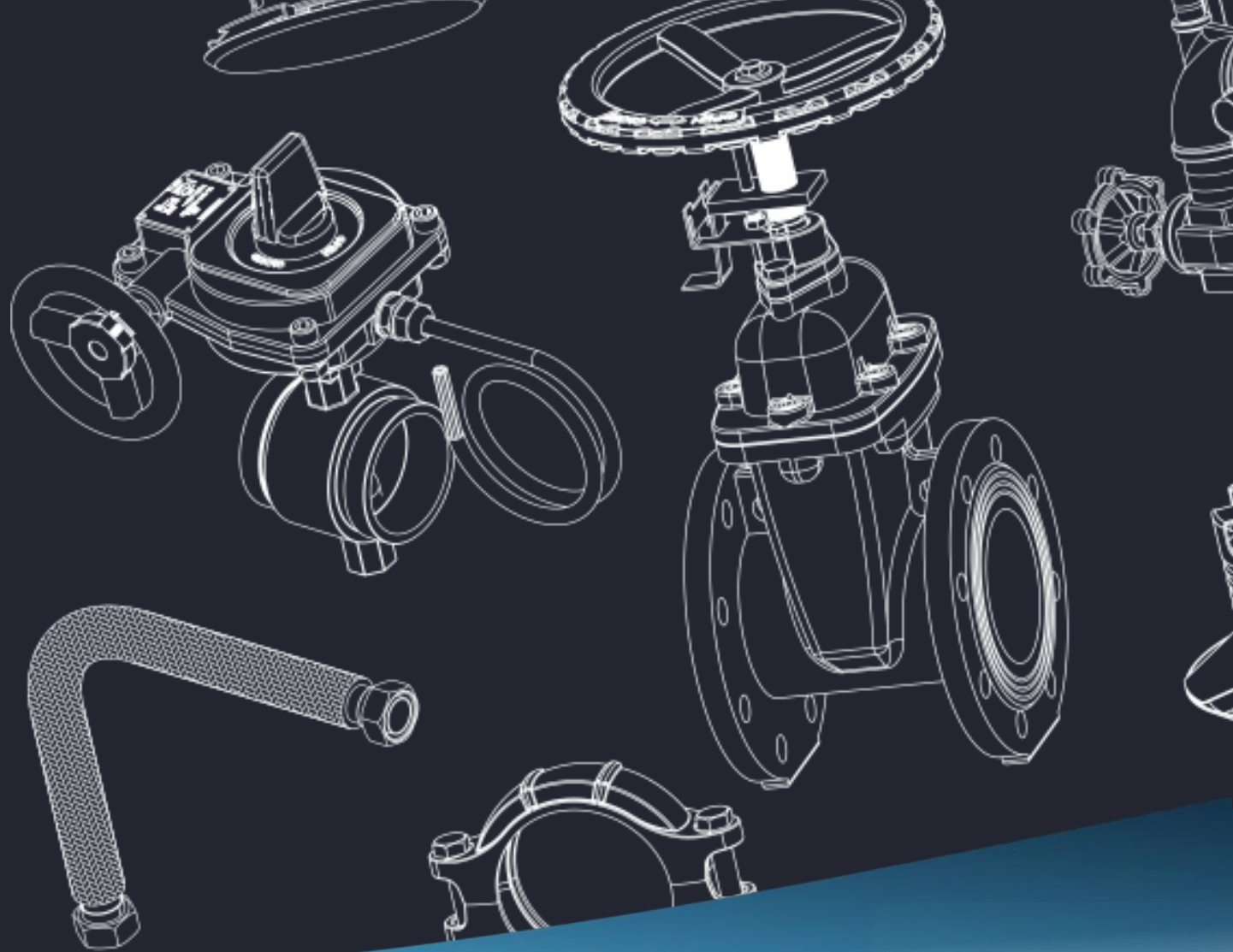




Internal Sales Specialist - Poland

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: Warsaw, Poland
Contract: Permanent
Reports to: Sales Manager

The Internal Sales Specialist plays an important role in supporting Rapidrop's commercial growth across Poland. Working closely with customers, distributors and the external sales team, the successful candidate will build strong customer relationships, manage quotations, identify new business opportunities and deliver an exceptional customer experience.

This is a commercially focused role that combines account management with proactive business development. You will become a trusted point of contact for customers, supporting them throughout the sales process while helping to increase Rapidrop's market share across Poland.

Working with colleagues across Sales, Customer Support, Operations and Logistics, you will help ensure customer enquiries are handled professionally, opportunities are converted into orders and long-term relationships continue to develop.

This is an excellent opportunity for someone who enjoys building relationships, working in an international environment and contributing directly to business growth.



Agbar Tower, Spain



Hilton Airport, Amsterdam, Netherlands

Key Responsibilities



- Develop and maintain strong relationships with existing customers whilst identifying new business opportunities throughout Poland.
- Prepare quotations, manage enquiries and proactively follow up sales opportunities to maximise conversion into orders.
- Promote Rapidrop's products and solutions, supporting the continued growth of our market share.
- Work closely with external Sales Managers and internal departments to deliver an outstanding customer experience.
- Maintain accurate customer information, quotations and opportunities within the CRM system.
- Build and maintain an active sales pipeline through proactive customer engagement.
- Monitor customer activity, competitor movements and market trends, providing valuable market intelligence.
- Represent Rapidrop professionally during customer meetings, exhibitions and industry events where required.



Wembley Stadium, United Kingdom

Experience & Expertise



Essential

- Fluent Polish, both written and spoken.
- Good working knowledge of English.
- Previous experience in Internal Sales, Account Management or Business Development.
- Strong commercial awareness and a proactive approach to identifying sales opportunities.
- Experience using CRM systems to manage customer relationships and sales activity.
- Excellent communication and relationship-building skills.
- Highly organised with the ability to manage multiple priorities.
- Self-motivated with a strong customer focus.

Desirable

- Experience selling technical or engineered products.
- Manufacturing or industrial sector experience.
- Experience within the fire protection industry.
- Knowledge of international sales or export environments.



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.



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 Warsaw Office 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.

