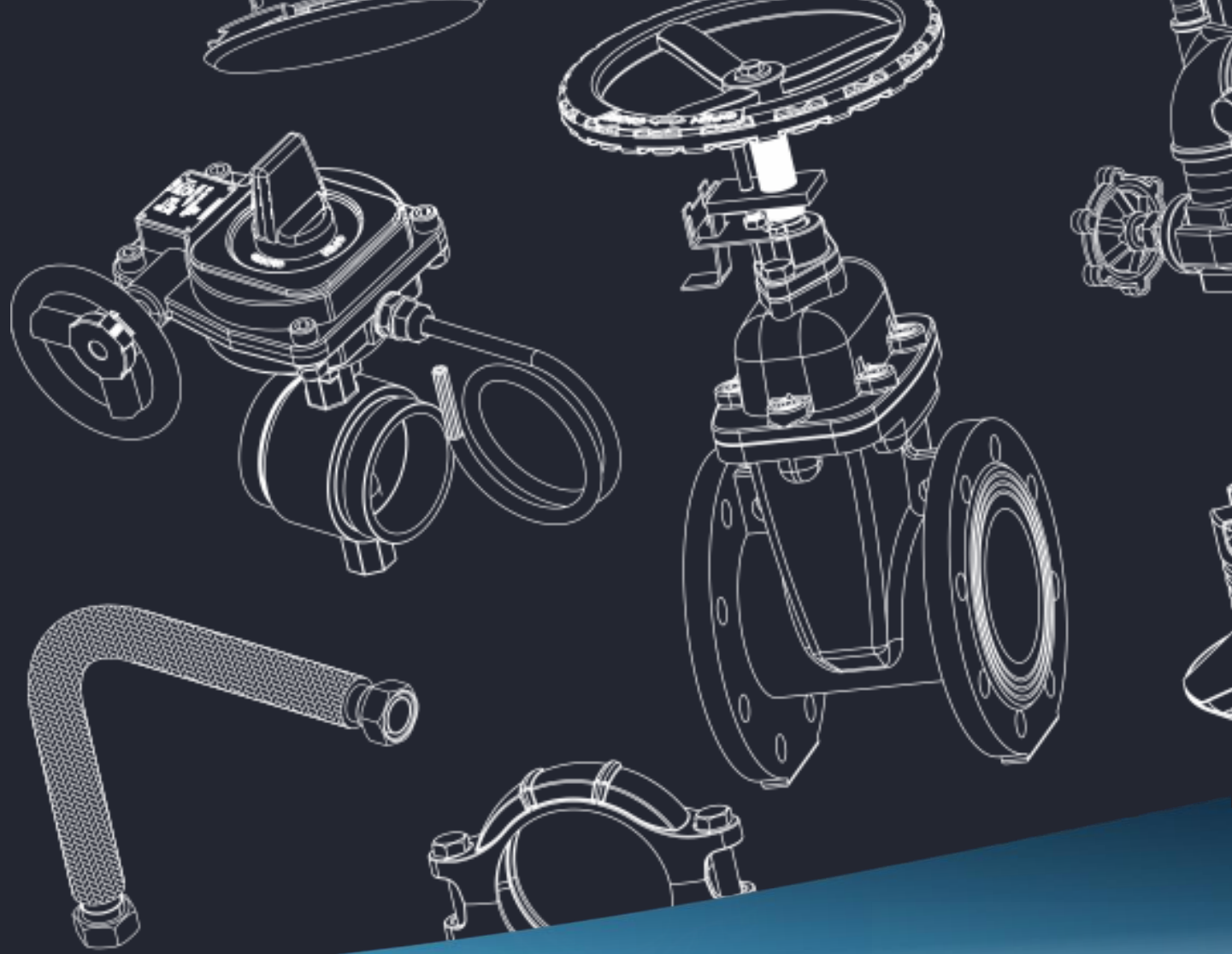




Technical Sales Support Engineer

Middle East

August 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

Job Title: Technical Sales Support Engineer – Middle East

Location: Sharjah, UAE with regular travel across the Middle East

Contract: Permanent

Reports to: Head of Sales & Business Development – Middle East

As **Technical Sales Support Engineer**, you will play an important role in supporting Rapidrop's sales activity across the Middle East, providing technical and engineering expertise throughout the tender and project lifecycle.

Working closely with the Sales Team, Procurement and our UK Quality and Technical teams, you will help translate customer and project requirements into accurate, compliant and commercially competitive solutions.

The role will involve reviewing project specifications and drawings, preparing technical proposals and estimations, undertaking engineering calculations and producing technical documentation and drawings.

This is a varied technical and commercially focused role, providing the opportunity to work closely with customers, consultants, contractors and internal teams across a range of fire protection projects.



Agbar Tower, Spain



Hilton Airport, Amsterdam, Netherlands

Key Responsibilities

- Review project specifications, tender documentation and engineering drawings to understand technical and commercial requirements and develop appropriate solutions.
- Prepare accurate material take-offs, quantities, project estimations and technical information to support competitive commercial quotations.
- Undertake engineering and hydraulic calculations and produce conceptual and detailed system layouts and technical drawings using AutoCAD or similar software.
- Prepare technical proposals, submittals, compliance statements and clarification documents, ensuring solutions meet relevant international standards and approvals including NFPA, EN, LPCB, UL and FM.
- Work closely with Sales, Procurement and our UK Quality and Technical teams to support product selection, confirm pricing and availability and identify value engineering opportunities.
- Provide technical support to customers, consultants and contractors throughout the tender and project process, attending technical meetings and responding to technical queries when required.



Wembley Stadium, United Kingdom

Experience & Expertise

Essential

- Bachelor's degree in Mechanical Engineering, Fire Protection Engineering or a related discipline.
- Significant experience within fire protection design and engineering, ideally around 10 years.
- Strong knowledge of fire protection systems, including sprinklers, gas suppression systems, fire pumps and associated components.
- Strong working knowledge of NFPA standards.
- Experience of tendering, estimating, material take-offs and reviewing technical specifications and drawings.
- Strong AutoCAD skills with good commercial, analytical and problem-solving ability.
- Fluent written and spoken English.



VIMD Kvarf, Zagreb, Croatia

Desirable

- Experience with hydraulic calculation software and/or Revit/BIM.
- Experience using ERP and/or CRM systems.
- Fluency in an additional language relevant to the Middle East.



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.



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 interviews with key stakeholders at our Sharjah 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.