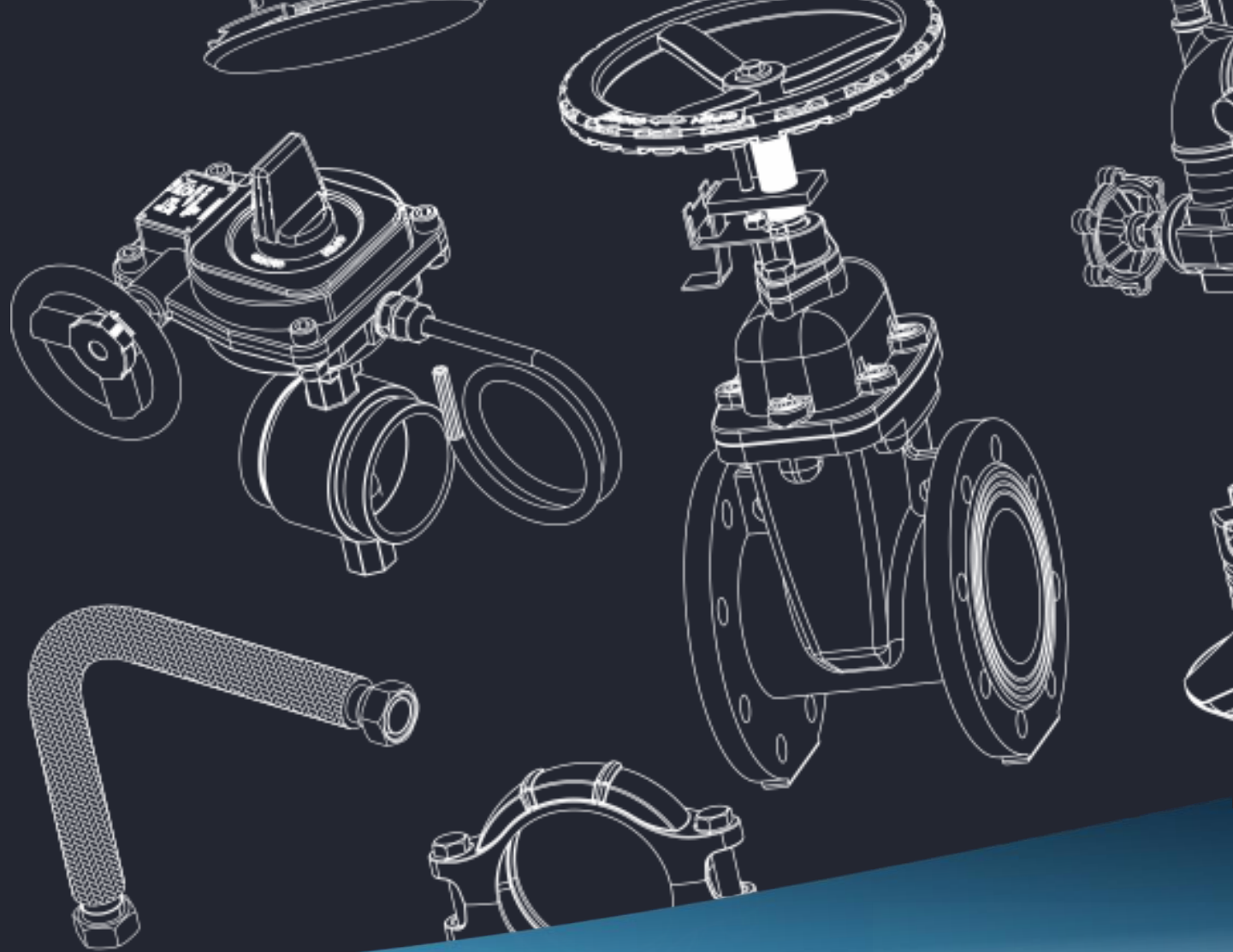




Internal Sales Executive - Rapidrop

September 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: Head of Customer Excellence

The Internal Sales Executive plays an important role in supporting Rapidrop's commercial growth by developing strong customer relationships, identifying new business opportunities and delivering an excellent customer experience.

Working closely with the Customer Excellence Manager, UK Sales Manager, Area Sales Managers and colleagues across the business, the successful candidate will support sales activity, manage customer enquiries and develop opportunities across both existing and prospective customer accounts.

This is a varied and proactive role that combines internal sales, account management and business development. It offers an excellent opportunity for someone who enjoys building relationships, identifying commercial opportunities and contributing to the continued growth of a successful international business.



Key Responsibilities



- Proactively identify and develop new business opportunities across existing and prospective customer accounts.
- Build and maintain strong customer relationships, understanding customer requirements and identifying opportunities to increase sales.
- Research and qualify potential customers, identifying new markets and opportunities for business development.
- Prepare quotations, follow up customer enquiries and convert sales opportunities into confirmed orders.
- Promote Rapidrop's products and services to support sales growth and increase market share.
- Maintain accurate customer records and manage sales opportunities through the CRM system.
- Work closely with the Customer Excellence Manager, Sales Managers and internal departments to ensure customer requirements are met.
- Maintain an active sales pipeline, providing regular updates on sales activity, customer feedback and opportunities for growth.



Wembley Stadium, United Kingdom

Experience & Expertise



Essential

- Previous experience within an internal sales, account management or business development role.
- A proactive approach to identifying and developing new business opportunities.
- Strong customer relationship management and communication skills.
- Experience using CRM systems to manage customer accounts and sales activity.
- Good commercial awareness, including an understanding of sales negotiation and customer needs.
- Excellent organisational skills with the ability to manage multiple priorities and respond to customer enquiries efficiently.
- A positive, customer-focused approach with the ability to work collaboratively across different departments.

Desirable

- Previous sales experience within a manufacturing, engineering or distribution environment.
- Experience selling technical products or working within the fire protection industry.
- Understanding of supply chain, production and warehouse operations.
- Experience preparing customer communications, quotations and sales reports.



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 £28,500 plus bonus after probation
- 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)
- Buying/Selling Holiday
- Death in service benefit –4 x annual salary from day 1
- 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
- Free on-site parking



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.

