

## New business development manager appointed

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Security fire and power provider [Bandweaver](#) has welcomed Marinus de Heijde to its team as business development manager, who brings with him 20 years' experience in the fire safety sector.

As a key member of the team, he will be responsible for accelerating his employer's growth by developing and executing sales strategies and building relationships with key decision-makers. He will also be working with existing customers, maintaining and developing key relationships in Europe.

Mr de Heijde joins from Biosite Systems, where he was business development manager (export). In his time there, he was responsible for the sale of all fire safety products in Europe and set up exclusive distributors in The Netherlands, Belgium, Denmark and UAE whilst also selling direct and indirect in Ireland, Sweden and Germany.

Mr de Heijde said: "I am very excited about expanding Bandweaver's presence across Europe as we believe there is a massive opportunity here, especially the Nordic countries. I am also looking forward to exhibiting at VdS-FireSafety Cologne this December, where Bandweaver will be showcasing our linear heat detection solutions to the German fire safety market."

As an international sales manager with over 25 years of experience, he has extensive experience in the fire safety sector with the supply of critical components to vehicle builders and fire safety companies in Europe and the Middle East. More recently he has also ventured in the supply of fire alarm and evacuation systems through a network of international distributors. Managing director Richard Kluth said: "We couldn't be more pleased to have Marinus join Bandweaver. His extensive skills in the sale of fire safety

products and rich experience in global sales will make him a unique and highly valuable member of our team, and we look forward to expanding our business and building key relationships with the help of Marinus' expertise."