

Country Manager - Ireland

VACANCY: Country Manager - Ireland

LOCATION: Ireland

ABOUT US:

AVK UK Limited is part of the AVK Group; who are market leaders in the design, manufacture and supply of valves, pipe fittings, hydrants and flow control equipment to the Water, Waste Water, Oil and Gas industries throughout the world.

We are currently recruiting for an experienced and driven Country Manager to join our team based in Ireland. You will be responsible for delivering the annual targeted sales to the water sector, developing key relationships with our established customer base to achieve income targets of the business, with a focus on our future resilience and growth.

ABOUT THE ROLE:

Key responsibilities include, but are not limited to:

- Develop key relationships with water companies, distributors, framework contractors & consultants.
- Drive the sales of new products through marketing and disruption strategies.
- Manage product pricing/discounting and quotations according to agreed levels of authority.
- Investigate opportunities into new market sectors.
- Lead the strategic negotiation of contracts, supported by the National Sales Manager, Commercial Manager and Sales Director.
- Be aware of and to communicate key competitor activity across the region.
- Provide accurate forecast on bookings to identify stock.
- Prepare and manage key account business plans and budgets according to agreed formats.
- Identify opportunities for acquisition to enhance AVK's offer to local customers.

ABOUT YOU:

- Previous experience working within a similar role, preferably within utilities.
- Key communication skills, with the ability to influence and negotiate at all levels.
- Excellent organisation / time management skills.
- Experience and knowledge of lean systems and best practice.
- The ability to follow procedure whilst also possessing an innovative desire to improve.
- Curiosity and willingness to learn the company's business.

WHAT WE OFFER:

- A culture of shared values, goals, attitudes, and business growth.
- Employee Assistance Programme (Welfare and Wellbeing).
- Competitive salary.
- 33 days holiday (including statutory Public Holidays).
- Life Assurance plan (x3).
- Company pension plan.
- Discounts and cashback across many high-street and online retailers (Supermarkets, Entertainment, Fashion, Days Out, Technology, Home and Travel).
- A blend of training to help your career development.



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WORKING HOURS:

- 37.5 hours per week
 - Monday – Thursday 0815-1700
 - Friday 0830-1600

We know that our people are the most important asset to the AVK Group, and we are looking for skilled, passionate and driven professionals to work with our inspirational leaders; to promote our culture, enable change and champion a lean environment.

APPLY NOW - Please send your up-to-date CV to careers@avkuk.co.uk

