



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

A vacancy has arisen for a Market Sector Manager based in our Staveley office, reporting to the Head of UK Group Marketing.

Brief Overview

The main purpose of the role will be to provide focus on what is defined as the Gas Utility Sector, one of AVKs Core Market Sectors, and the products and services that fall within this and related segments, such that we can build revenue, market share and profitability.

This activity will support the management team of AVK UK, to achieve their 3 year plan objectives.

Their primary tasks will include, but are not limited to, the following:-

1. To monitor the products and services as defined within the sector and where performance is below expectation and then to respond by creating a plan and taking a strategic lead both commercially and technically to recover position.
2. Identify new product and service opportunities and create business/investment plans using the defined procedures, then create and deliver to time, launch plans for new products/services.
3. To support the internal and external sales teams technically by providing assistance for quotations and tenders, providing training material and delivering to internal and external customers, providing technical support material for manufactured and traded products.

Qualifications and skills

The successful candidate will be qualified to degree or masters level, preferably in engineering or business.

They will ideally be able to demonstrate success in a similar role in the Gas Utility Sector

They will be able to demonstrate how they have identified, specified, launched and monitored the success of a product or service innovation.

The successful candidate will also have excellent interpersonal and communication skills, be analytical and organised by nature, and will be a finisher, with the ability to impress and influence at senior management levels.



Please apply in writing, including full C.V. to :

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AVK UK Ltd
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Staveley, Chesterfield
S43 3FH

Email: jatu@bdvl.co.uk

Job Title: Market Sector Manager - Gas	Department: AVK UK Marketing
Reporting to: Head of UK Group Marketing	Responsible for: n/a
Other Working Relationships: Internal: Internal & External sales, Sister Companies External: Customers, Suppliers, Societies	
Main purpose of the job: This position is to provide focus on what are defined as AVKs Core Market Sectors and the products that fall within those segments such that we can build revenue, market share and profitability.	

Responsibilities/Duties

- The achievement of agreed market share objectives for established or newly developed product into the target market sector.
- To monitor the products as defined within the sector and where performance is below expectation and then to respond by creating a plan and taking a strategic lead both commercially and technically to recover position.
- Identify new product opportunities and create business plan using the defined procedures – PRF, PCF, POF.
- Create and deliver to time, launch plans for new products/services in conjunction with marketing team.
- To achieve customer product approvals for the portfolio of products under their responsibility.
- To manage field trials of new products in line with agreed procedures.
- Attend innovation events and exhibitions to promote new ideas and AVK features and benefits.
- Be fully conversant with all aspects of the target products/market sectors including competitors.
- To provide annual business plans for the development of existing products.
- Technical liaison between the commercial and manufacturing organisations on product management issues.
- To provide technical support for customer complaints.
- Support Marketing in the creation of the Tool Kits that can be used for technical support and presentation purposes to promote the sales of the AVK range.
- Develop and manage a full suite of training material for different levels of required competency, for internal and external purposes. Marketing will support the creation.
- Providing hands on training for our customers and internal staff (where appropriate).
- To support the internal and external sales teams technically by providing assistance in quotations in terms of interpreting bills of materials, training and technical queries for traded products
- Ensuring the accuracy of technical out-put (web, literature etc), working with Marketing and Communications Function.
- Working with the Marketing and Communications Function to create sales/marketing/ PR campaigns.
- Technical evaluation and response for tenders when required by the Commercial Manager.
- To provide technical assistance in winning major projects.
- Ensure all health and safety regulations and procedures are adhered to at all times.
- Ensure you show regard for your fellow colleagues
- Ensure ISO procedures are always followed

The above is not an exhaustive list of duties and you will be expected to perform different tasks as necessitated by your changing role within the organisation and the overall business objectives of the organisation.

	Essential	Desirable	Identified by
Qualifications	Degree 2:1 or above business or engineering related	Masters in Engineering/Business	Application form and cv
Skills/Attributes	Proven ability to understand pipeline systems and items within. Analytical, able to create, manage and authoritatively report on markets and products for the UK group companies in their chosen segments		Interview
Knowledge	Excellent knowledge of the UK Utility sector and of products within	Excellent knowledge of the UK gas utility sector and its sub-segments and products within	Application form, cv and interview
Relevant Experience	Similar position in a company supporting the Gas or Water Utility sector	Similar position in a company supporting the Gas Utility sector	Application form, cv and interview
Personal Qualities	Influencer Finisher Professional Creative Articulate Analytical Attention to detail		Interview
Appearance/Disposition	Smart Friendly Authoritative Hands-on		Interview
Circumstances	Driving licence required MS office capable Mobile		Interview

