

We are looking for a dynamic, driven, self-starting candidate to join our Project Sales department covering the South West / Wales region of the UK.

We understand that our people are our best asset and we're committed to building a team of successful, energetic, yet conscientious people, who are passionate about driving our company forward. That's why we're on the lookout for an ambitious Regional Project Sales Manager.

Glenfield Invicta has been manufacturing valves for the worldwide water, wastewater & hydropower industries in Kilmarnock since 1852. That's cool, right? By the early 1900's, we had become one of the largest valve manufacturers in the world. Today, when Water Utilities ask for a 100-year design life for their valves, we're probably the only company that can show them examples of our 100-year old valves that are still in use.

We are part of the AVK Group, market leaders in the supply of valves, fittings and flow control equipment to the Water, Wastewater, Oil and Gas industries throughout the world.

This pedigree is the bedrock on which we're building our reputation for quality and innovation. Key to this is our newly redeveloped and renovated Kilmarnock Academy, which will be formally opened once we overcome the current Covid-19 restrictions. The academy features state of the art facilities, including our offices and conferencing facilities, valve & penstock servicing, refurbishing, and testing facilities, as well as a Learning Hub for our employees and customers.

The primary tasks include, but are not limited to: -

- To deliver bookings growth and gross margin expectations for the AVK UK Group, Projects Division on behalf of AVK UK, Glenfield Invicta Ltd.
- To ensure suitable external sales coverage (estimated 80% of time) of customer base including Water companies, Contractors, Consultants, Power Generation companies. You will be required from time to time to stay away from home in order to meeting with the demands of the business.
- To influence product selection and specifications with customers to strengthen our opportunities to convert enquiries, bids and projects.
- To manage a dedicated regional area on behalf of the AVK UK Group, Project Sales Division.
- To provide monthly forecasts for bookings for segments and relevant product ranges.
- To manage the appropriate use and application of CRM across your region and customer base, ensuring that records for customer engagement are up to date and customer account records are completed with accurate information.

Qualifications and skills:

As a successful applicant, you will have a high standard of education, including a Degree in an Engineering Discipline, be conscientious, energetic, accurate and possess good communication skills, be inquisitive and not afraid to challenge the norm. You should have previous Sales experience in the water industry. If you consider yourself to be a completer with a strong drive to succeed, then we want to hear from you.

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

careers@avkuk.co.uk



The AVK UK group of companies is part of the globally renowned AVK group who are based in over 90 countries and known as one of the leading innovators and manufacturers of high-quality valves and fittings for the water, wastewater and gas industries worldwide.

Job Title: Regional Project Sales Manager (South West / Wales) (UK Water Projects, all market segments)	Department: Sales
Reporting to: Managing Director, Glenfield Invicta	Responsible for: Budgets outlined under separate cover
Other Working Relationships: Internal: Peer Group, Regional Pipeline Sales, Product Management, Sister Company Directors External: UK Water Companies, UK Contractors, UK Consultants & customers	
Main Purpose of the job: To grow market share and sales within a dedicated geographical region on behalf of the AVK UK Projects Team (AVK UK, Glenfield Invicta Ltd) within the UK Water Projects market space.	

Responsibilities/Duties:

- **To deliver bookings growth and gross margin expectations for AVK UK Group Projects Division on behalf of AVK UK, Glenfield Invicta Ltd.**
- **Ensure suitable external sales coverage (estimated 80% of time) of customer base including Water companies, Contractors, Consultants, Power Generation companies. You will be required from time to time to stay away from home in order to meet with the business demands.**
- **To influence product selection and specifications with customers to strengthen our opportunities to convert enquiries, bids, and projects.**
- **To manage a dedicated regional area on behalf of the AVK UK Group Project Sales Division.**
- **To provide monthly forecasts for bookings for segments and relevant product ranges.**
- **To manage the appropriate use and application of CRM across your Region and Customer base always ensuring that records for customer engagement are up to date and customer account records are completed with accurate and current information.**
- **Ensure all health and safety regulations and procedures are adhered to always.**
- **To ensure company policies and procedures are adhered to always by themselves and their department.**
- **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.



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	Essential	Desirable	Identified by
Qualifications	ONC/HNC/HND	Degree in Engineering Discipline	Application form and cv
Skills/Attributes	Computer literate with advance Excel and Word Able to prepare and deliver presentations Able to work on own initiative Effective Negotiator Exceptional track record of securing and managing service contract in the UK Water Sector Skilled Negotiator Confident communicator, able to communicate at all levels Excellent written and verbal communication skills	Microsoft Office	Application form and cv
Knowledge	Advanced product knowledge	Knowledge of applications of various valves and their application within a pipework system	Application form, cv and interview
Relevant Experience	Background in a similar technical, customer support role Experienced in Customer Service	Has worked for a competitor/distributor. Direct experience of selling valves within the relevant geographical area	Application form, cv and interview
Personal Qualities	Self-motivated, confident, organised, credible, reliable and determined Ability to work under pressure Team player	Ability to influence and support colleagues Ability to express product benefits clearly and concisely Ability to problem solve A completer of tasks	Interview
Appearance/ Disposition	Professional in approach Business like in appearance	Appropriately presented for situation. Open Approach. Professionally prepared	Interview
Circumstances	Able to work extended hours when required Field based therefore able to travel daily around the UK Able to travel and work at other sites and customers when required Must have clean or near clean driving licence	Flexible approach to working hours and areas. Ability to spend nights away from home	Interview



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