



Regional Sales Manager – Gas

NO AGENCIES

AVK UK LIMITED

AVK UK Limited is part of the AVK Group; a global leader in the design, production and supply of valves, fittings and flow control equipment to the Water, Waste Water, Oil and Gas sectors.

A vacancy has arisen for a Regional Sales Manager within the Gas division, based at our flagship facility in Staveley, Chesterfield, reporting to the Sales Director.

Brief Overview:

The main purpose of the role is to drive customer revenue and margin growth within a variety of channel partners, both in the UK and Overseas. Deliver high levels of customer and market engagement, working alongside our distributors, agents, international group partners and clients directly.

The role includes the development of strategic plans by customer/product in an agreed format, in conjunction with Commercial and Business Development Teams, for achievement within a set timescale.

Other duties include following up sales enquires using appropriate methods, working within a CRM environment, ensuring up to date contact lists, key activities, opportunities, customer reporting and market mapping.

Qualifications and skills:

The successful applicant will have a high standard of education or relevant industry experience. To be conscientious, energetic, accurate and possess good communication skills. Experience in technical sales, ideally within a similar industry. A clean UK driving license is required.

This is an excellent career opportunity for an ambitious individual who is eager to progress to the next level.

A full job description can be obtained from Abbie – HR Assistant. Written applications including a full C.V. should be sent to Abbie by 25th September 2020.

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

Abbie Bailey – HR Assistant
AVK UK Ltd
Colliery Close
Ireland Industrial Estate
Staveley, Chesterfield
S43 3FH
Email: abba@avkuk.co.uk



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Job Title: Regional Sales Manager - Gas	Department: Sales
Reporting to: Sales Director - Gas	Responsible for: N/A
Other Working Relationships: Internal: Finance, Logistics, Internal/External Sales, Directors, Commercial Manager External: Customers, Industry Trade Bodies	
Main Purpose of the job: Drive customer revenue and margin growth within a variety of channel partners, both in the UK and Overseas. Deliver high levels of customer and market engagement, working alongside our distributor's, agents, international group partners and clients directly.	

Responsibilities/Duties

- Manage, coordinate and deliver sustainable growth through a global network of channel partners. Regions include UK, Canada, Middle East, North Africa, Asia Pacific.
- Achieve budgets, and objectives for designated customer base.
- Develop strategic plans by customer/product in an agreed format, in conjunction with Commercial and Business Development Teams, for achievement within set timescales
- Maintain, develop and manage specific service offers in conjunction with Supply Chain and Commercial Management to ensure consistent service excellence.
- Manage personal customers according to an agreed account and engagement plan, especially managing personal time and productivity
- Respond to and follow up sales enquiries using appropriate methods
- Work with a CRM environment ensuring up to date contact list, key activities, opportunities, customer reporting and market mapping.
- Liaise and attend meetings with other company functions necessary to perform duties and aid business and organisational development
- Provide accurate monthly market forecasts
- Carry out annual customer surveys as required by the business
- Attend training to develop relevant knowledge and skills
- This function captures all aspects of the business relationship. As such the position requires an overall management and awareness of Turnover, Product Mix, Project Management, Payment, Pricing, Entertainment, and KPI's. This is not an exhaustive list but demonstrates the requirements of the positions.
- Ensure you show regard for people
- Ensure Company procedures are always followed
- Adhere to health and safety regulations, and other requirements relating to care of equipment

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

Signed (Job Holder): Date:

Signed (Line Manager): Date:

Issue No	1	2	3	4	5
Date	10/06	01/08	07/14	08/2020	



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	Essential	Desirable	Identified by
Qualifications	Formal training (City & Guilds / Btec / NVQ) Sales / Customer Service / Contracts Management	Degree in Engineering or Science	Application form and cv
Skills/Attributes	Excellent written and verbal communication skills Computer literate Able to work on own initiative Effective Negotiator Must have an aptitude towards engineering and technical products and industries	Extensive experience in the management and coordination of Export / World Fund Tenders in Asia, Middle East & North Africa.	Application form and cv
Knowledge	Practical Engineering aptitude	Detailed engineering knowledge and application experience in the natural gas sector.	Application form, cv and interview
Relevant Experience	Sales and customer management. Experience of UK and Export sales through distribution, agencies and into direct end users.	Utility and / or Natural Gas sector sales experience.	Application form, cv and interview
Personal Qualities	Personable and confident Self-motivated, organised, credible, reliable and determined Ability to work under pressure Team player Keen for new experience, responsibility and accountability	Ability to influence and support colleagues Ability to express product benefits clearly and concisely within the natural gas sector.	Interview
Appearance/ Disposition	Professional in approach Business like in appearance	Appropriately presented for situation. Open Approach. Professionally prepared	Interview



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Circumstances	<p>Able to work extended hours when required. Able to stay away from home on a regular basis</p> <p>Able to travel and work at other sites and customers locations globally when required. Must have full clean driving licence.</p>	<p>Able to work extended hours when required. Able to stay away from home on a regular basis</p> <p>Able to travel and work at other sites and customers locations globally when required. Must have full clean driving license</p>	Interview
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Prepared by: Gareth Toyer

Date: 27th August 2020



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