

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

A vacancy has arisen for a Water Technical Manager reporting to the Head of Technical & Product Development.

**Main purpose of the job:**

To provide the necessary Technical Management responsibilities for AVK Water/Waste water business in the UK. To be fully technically conversant with all of AVK UKs Water product programme to be able to offer technical support as required.

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

1. To lead in the development of AVK UK's water product programme.
2. Identify innovation opportunities and gaps in the AVK water product / solution offer including monitoring market activities of competitors and monitoring standards / specification development by customers to highlight opportunities for AVK in offering existing or new products.
3. Manage the water new project initiative funnel & Water Product Initiatives & requests for product updates / improvements including production of pre PRF/PCF appraisal form to get sign off from the Techcom followed by initiating a business case (PRF/PCF/POF) incl. specifications & pricing policy
4. UK project management lead for Water PRF projects and liaison with product development teams to deliver project on time
5. Create & own the launch plans for new products/services in conjunction with marketing team To manage the launch of new Water products, and ensure relevant personnel have the correct level of product knowledge and sales aids to promote the product.

**Qualifications and skills:**

The successful candidate should have a Degree in Mechanical Engineering or similar. We are looking for someone who is inquisitive and isn't afraid to challenge the norm, you should have product development experience in the water industry. If you consider yourself to be a completer with a strong eye for detail then we want to hear from you.

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

Emily Bryan – HR Advisor  
Email: [careers@avkuk.co.uk](mailto: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.

<b>Job Title</b> Technical Manager - Water	<b>Department</b> Technical - AVKUK
<b>Reporting to</b> Head of Technical & Product Development	<b>Responsible for</b> n/a
<b>Other Working Relationships</b> <b>Internal:</b> Internal & External sales, Product Managers, Sister Companies incl. AVK Tech and Manufacturing Companies, Marketing, Technical (incl. AVK Tech) <b>External:</b> Customers, Suppliers, Standards Committees	
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## Responsibilities/Duties

### Product Development / Launch

- To lead in the development of AVK UK’s water product programme.
- Identify innovation opportunities and gaps in the AVK water product / solution offer including monitoring market activities of competitors and monitoring standards / specification development by customers to highlight opportunities for AVK in offering existing or new products.
- Manage the water new project initiative funnel & Water Product Initiatives & requests for product updates / improvements including production of pre PRF/PCF appraisal form to get sign off from the Techcom followed by initiating a business case (PRF/PCF/POF) incl specifications & pricing policy
- UK project management lead for Water PRF projects and liaison with product development teams to deliver project on time
- Create & own the launch plans for new products/services in conjunction with marketing team To manage the launch of new Water products, and ensure relevant personnel have the correct level of product knowledge and sales aids to promote the product.
- To manage field trials of new products in line with agreed procedures.
- Attend the AVK UK group Techcom for the Water section and report back on actions for this meeting.
- Technical management / evaluation of Water Traded & AVK Branded Products

### Marketing / Promotion

- Providing product and application technical support to Marketing in the creation of the Tool Kits that are used for sales technical support and presentation purposes to promote the sales of the AVK range including supplying key product functions and added value benefits for product launch and continuing PR purposes.
- Ensuring the accuracy of technical out-put (web, literature etc), working with Marketing and Communications Function.
- Be fully conversant with all technical / application aspects of the target products/market sectors including competitors.



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## Sales support / training

- To provide technical support to the internal and external Water sales teams as far as possible or linking with our suppliers to provide this information in a timely manner.
- To provide product and applications training both in a formal setting and informal on the job coaching and thereby drive significant improvement in product knowledge into the commercial operation. To construct & maintain the technical water materials for internal and external training.
- Daily support to sales regarding technical and application related issues.
- Technical liaison between the commercial and manufacturing organisations on product management issues.
- To provide technical assistance in winning major projects when required by the Commercial Manager.
- To support the internal and external sales teams technically by providing assistance in terms of interpreting bills of materials, training and technical queries for traded products
- Water Product specialist in front of customers on Product Management Issues. (via sales)

## Standards

- To represent AVK on appropriate standards and committees to influence AVK position in the market.
- Control of Water Product approvals ensuring continued technical compliance of our product range for the segment.
- Representation and knowledge base for water product standards.
- To achieve customer product approvals.

## Customer support

- Attend customer innovation events (such as Future Water, IOW events) and exhibitions to promote new ideas and AVK features and benefits. Participation at exhibitions, seminars at sister companies and internally.
- Establish and maintain solid relationships with segment influencers (consultants, engineers, innovation groups, industry bodies).

## Customer Complaints

- Manage the technical aspects and provide technical support on Water NCR's in AVK UK and (in conjunction with AVK UK Service Delivery Director & Quality & Compliance Manager) to reduce time to resolve complaints.
  - Provide a technical response and corrective / preventive action recommendations to resolve a complaint and providing the necessary input into the 8D report so that the Commercial Manager can write to the customer to close out the complaint.
  - To attend the Water NCR meetings with SDD.
  - To attend site for product complaints that link to products not made in the UK.



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## Water Technical Manager

NO AGENCIES

- Miscellaneous tasks and target activities pointed out by the management.
- Ensure all health and safety regulations and procedures are adhered to at all times.
- Ensure you show regard for your fellow colleagues
- Ensure all company procedures are followed at all times

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.



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	<b>Essential</b>	<b>Desirable</b>	<b>Identified by?</b>
<b>Qualifications</b>	Degree – Mechanical Engineering or similar		CV Interview
<b>Skills/ Attributes</b>	Good communicator. Challenge the norm. Inquisitive. Team Player. Natural Planner. Ability to work under pressure & multi task with several projects / tasks running concurrently.		CV Interview
<b>Knowledge</b>	Water Networks Water products	Valves / Fittings Hydraulics Fluid Dynamics	CV Interview
<b>Relevant Experience</b>	Water Industry Product Development Innovation		CV Interview
<b>Personal Qualities</b>	Reliable. Completer / Finisher. Eye for Detail. Self Motivated. Work on own initiative. Keen for new experience, responsibility, accountability. Able to work at high pace and determination to meet deadlines.		CV Interview
<b>Appearance/ Disposition</b>	Well presented & business like. Comfortable dealing with people at all levels		Interview
<b>Special Circumstances</b>	Clean (or near clean) driving licence.  Mobile & flexible to travel to other sites / customers.  Able to work extended hours on occasions when required.		Interview



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