

Business Development Manager - Pressure Management

VACANCY: Business Development Manager – Pressure Management

LOCATION: Covering the UK as a region.

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, Wastewater, Oil and Gas industries throughout the world.

We are currently recruiting for an experienced professional to join in this newly created role to apply your knowledge and expertise of the water industry.

ABOUT THE ROLE:

In this role you will look to generate sales opportunities for our pressure management products such as; air valves, control valve and check valves (NRVs) across the UK and Ireland and contribute towards the expansion of the Smart Water and Pressure Management team.

This is a great opportunity for someone looking to join a market leading company to develop and grow your career whilst benefiting from the support and network of the group.

Key responsibilities include, but are not limited to:

- Responsible for product mix within targets in line with company objectives.
- Own the customer engagement strategy for all accounts.
- Contractor engagement promoting AVK products and formulate agreements and/or back sell product sales into existing or new distribution partners (National and Independent).
- Attend regular account meetings for review/presentation of company products/services.
- Maintain, develop, and manage service offer agreements with supply chain, service delivery team and commercial management.
- Manage customer complaints ensuring they are passed to the relevant teams.
- Work within gross price and discount structure within agreed authorities to secure orders.
- Respond to sales enquiries and quotations using appropriate methods.
- Develop relationships with key decision makers to include entertainment (attendance/organising) and factory visits.
- Support any customer survey activities.
- Attend training to develop relevant knowledge and skills.
- Overall management and awareness of Profitability, Turnover, Product Mix, Project Management, Payment, Pricing, CRM and KPI's
- Lead on the quarterly reviews with the customers.
- Communicate the progress of account action plans, objectives, and overall budget.
- Provide monthly reports on account activities to agreed timescales.
- Provide customer training when required.
- Manage price increases across the customer base in line with contract renewals and framework anniversary dates.
- Report all activities through CRM ensuring all actions are logged.
- Development, review, and achievement of "live" plans by customer/product in an agreed format, in conjunction with Commercial and Market Sector teams.
- Manage and follow up of quotations to achieve high-level conversion rate.



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ABOUT YOU:

You will have a strong technical sales background and high-level customer service, working with the internal water sales and Pipelines and Projects sales teams, and look to have:

- Previous sales experience working within the water industry across the UK and Ireland.
- Knowledge of water systems: DMA management and leakage data loggers and equipment.
- High standard proficiency in using Microsoft Office suite.
- Key communication and presentation 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.
- Flexibility to travel with overnight stays.
- Full driving licence.

WHAT WE OFFER:

- A culture of shared values, goals, attitudes, and business growth.
- Employee Assistance Programme (Welfare and Wellbeing).
- Competitive salary.
- Company car.
- 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.

WORKING HOURS:

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

We know that our people make the difference in 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

