

Internal Sales Engineer - Fittings

VACANCY: Internal Sales Engineer - Fittings

LOCATION: Hyde

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.

ABOUT THE ROLE:

We are seeking a dedicated and proactive Internal Sales Engineer to join our dynamic team at AVK UK and promote the AVK range of fabricated water fitting products to our customers.

Your focus will be to convert quotations for both new/existing customers and assist with technical enquiries and product selection. Full product knowledge and training will be provided.

Are you a strong communicator able to service and support your customers, looking for your next career step to develop your skills?

Key responsibilities include, but are not limited to:

- Communicating with customers to clarify requirements advising pricing, lead times and delivery dates.
- Work with gross price and discount structure within agreed authorities.
- Work with the CRM system ensuring up to date contact list, key activities, opportunities, and reports as necessary are kept up to date.
- Manage quotations in line with ISO procedures and timescales to a professional standard.
- Prepare product quotations and support materials according to defined company pricing policy and customer requirements.
- Liaise with manufacturing to ensure pricing, lead time and manufacture is on track.
- Follow up quotations by telephone, e-mail, or joint visit where appropriate.
- Liaise and attend meetings with other company functions necessary to perform duties.
- Work with and support external sales functions.
- Provide MI reports on quote conversion success failure and reasoning.
- Maintain, develop, and manage specific service offers to ensure consistent service excellence.
- Provide monthly reports on account activities to agreed timescales.
- Ensure internal sales operations are following ISO procedures.
- Ensure all orders are clean and accurate when processed.
- Operate full compliance with all health and safety regulations.

ABOUT YOU:

- Previous experience working within in a similar sales role within a manufacturing matrix organisation.
- Educated to 'A' Level or equivalent.
- Strong knowledge of Microsoft 365, Teams, and related applications.
- Excellent problem-solving skills and the ability to work independently.
- Strong communication skills, both written and verbal.



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- Customer-focused with a commitment to providing high-quality support.
- Ability to manage multiple tasks and prioritise effectively.
- Detail-oriented with strong organisational skills.
- Ability to influence and negotiate at all levels to include senior stakeholders.
- Excellent organisation / time management skills.

WHAT WE OFFER:

- A culture of shared values, goals, attitudes, and business growth
- Employee Assistance Programme (Welfare and Wellbeing)
- Competitive salary
- 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: 08:15 to 17:00
 - Friday: 08:30 to 16:00

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

