

Regional Sales Manager Scotland & Ireland

VACANCY: Regional Sales Manager – Scotland & Ireland

LOCATION: Scotland

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 Regional Sales Manager to cover Scotland & Ireland and develop a comprehensive understanding of all activity and trading agreements (water framework, distribution, end user) across the region.

You will be responsible for delivering the annual targeted sales, developing key relationships with our established customer base to achieve income targets of the business, with a focus on our future resilience and growth.

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.

ABOUT THE ROLE:

Key responsibilities include, but are not limited to:

- Achieve budgets, and objectives for whole area and designated accounts.
- Responsible for product mix within targets in line with company objectives.
- Own the customer engagement strategy for the accounts in this region.
- Engage with water utility contractors, multi utility contractors to promote AVK products and formulate agreements.
- Attend regular professional association meetings/dinners relevant to AVK market.
- Arrange/attend regular external account meetings for review and presentation of company products and services.
- Maintain, develop, and manage service offer agreements in conjunction with supply chain, service delivery team, and commercial management.
- Respond to customer complaints ensuring that these are appropriately managed.
- Work within gross price and discount structure within agreed authorities to secure orders.
- Respond to/follow up sales enquiries and quotations using appropriate methods.
- Develop relationships with key decision makers within allocated accounts.
- Support any customer survey activities.
- Capture all aspects of the business relationship, with an awareness of profitability, turnover, product mix, project management, payment, pricing, CRM and KPI's.
- Lead quarterly reviews with the utility customers across the region.
- Communicate on a frequent basis, progress of account action plans, objectives, and budget.
- Provide monthly reports on account activities in an agreed format and to agreed timescales.
- Attend external company functions meetings as necessary to perform duties.
- Provide customer training when required.
- Responsible for managing price increases as required across the customer base in line with contract renewals and framework anniversary dates.
- Manage personal territory according to an agreed account plan.



Regional Sales Manager Scotland & Ireland

- Development and review, plans by customer/product in an agreed format, in conjunction with commercial and market sector teams.

ABOUT YOU:

- Previous experience working within a similar role, preferably within utilities.
- Key communication 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.
- Full driving licence.

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 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

