

# Regional Sales Manager - Gas

**VACANCY:** Regional Sales Manager – Gas

**LOCATION:** North UK

## **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 support our Gas market and cover the northern UK region to help develop a comprehensive understanding of all activity and trading agreements (gas framework, distribution, end user) across the region.

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:**

Own the customer engagement strategy for the designated accounts in your region maintaining/developing existing and new customers.

Own the customer engagement strategy and responsibility for the product mix within target to fall in line with company objectives.

Key responsibilities include, but are not limited to:

- Maintain, develop, and manage service offer agreements in conjunction with supply chain, service delivery and commercial management teams to ensure service excellence.
- 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 your region.
- Frequent communication the progress of account action plans, objectives, and budget.
- Provide monthly reports on account activities in an agreed format and timescales.
- 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.
- Development and review, plans by customer/product in an agreed format, in conjunction with commercial and market sector teams.
- Engage with utility contractors, multi utility contractors to promote AVK products and formulate agreements.
- Develop relationships with key decision makers within allocated accounts to include entertainment/factory visits.
- Liaise/attend meetings with other company functions necessary to perform duties and aid business and organisational development.



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- Attend external company functions meetings as necessary to perform duties.
- Attend professional association meetings/dinners relevant to AVK market.
- Arrange/attend external account meetings for review/presentation of company products and services.

## ABOUT YOU:

Have you worked within the Gas market, looking for that next opportunity into a sales position? Or are you someone from a strong manufacturing sales background looking to break out within the utilities market?

- Previous experience working within a similar role, preferably within Gas utilities.
- Key communication skills, with the ability to influence and negotiate at all levels.
- A solid technical background with valves and associated equipment is desirable.
- 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.
- Excellent organisation / time management skills.
- Full driving licence.

## WHAT WE OFFER:

- A culture of shared values, goals, attitudes, and business growth.
- Employee Assistance Programme (Welfare and Wellbeing).
- Competitive salary.
- Annual Bonus Scheme.
- Company Car or Allowance.
- 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:

- 39 hours per week
  - Monday – Thursday 0800-1700
  - Friday 0800-1600

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](mailto:careers@avkuk.co.uk)



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