

## EXPORT SALES ENGINEER

AVK Holding Southern Africa (Pty) Ltd, is part of the AVK Group. AVK is a globally leading valve manufacturer with more than 100 companies in 36 countries across Europe, Middle East, North & South America, Australia, Asia and Africa. We are around 4,500 colleagues at AVK.

As part of our growth plan for the business, we are now looking for an Export Sales Engineer for Project business in Africa with Dams, Reservoirs and Hydropower, along with Water Supply Projects. Build effective relationships with clients, engineering contractors, consultants and others that influence the purchase of company's products.

This is the perfect opportunity for an Export Sales Engineer and business winner to further their career within the AVK Group. This position has been created in line with the development plan for the company and the successful candidate will have the chance to drive our ongoing success and help shape a dynamic function within the business.

### To be considered, you will need:

- Minimum 5 years' experience in project sales business in Africa.
- Strong, documented sales record.
- Ideally from within the water industry.
- Project business have many stakeholders/influencers (local water/electricity company, local/international consultant, local/international EPC contractor consortium, strategic alliance partners - i.e. suppliers of complimentary equipment to AVK's valves). The role requires a well-structured and organized person, who is used to navigate in a complex project business.
- Engineering or technical background combined with the commercial sales experience.
- A good listener – so we understand the customer's priorities and focus areas – so we can navigate accordingly.
- Determination
- Results-driven with exceptional interpersonal and relationship-building abilities
- The desire to travel internationally
- Build effective relationships with clients, engineering contractors, OEM's and others that influence the purchase of Companies products.
- Give an impulse to the sales activities and manage the overall sales performance to meet or exceed yearly sales targets, making things happen despite constraints or unexpected obstacles
- Supply the Management team with necessary market information enabling team members from other disciplines to meet or exceed our customers' expectations.
- Post Matric Qualification either in Mechanical Engineering or Business

#### AVK SOUTHERN AFRICA

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Albertob, 1451  
Johannesburg  
South Africa

Call: +27 11 908 3760  
Email: [marketing@avkvalves.co.za](mailto:marketing@avkvalves.co.za)  
Visit: [www.avkvalves.co.za](http://www.avkvalves.co.za)

#### AVK CAPE TOWN (SALES OFFICE)

Unit 6  
6 Paris Road  
Brackenage 1 Business Park  
Brackenfell, 7560  
Cape Town  
South Africa

Call: +27 21 981 4414

# VACANCY

AT AVK SOUTHERN AFRICA



## Responsibilities/Duties:

- Estimated 60% of the time travelling outside South Africa. Projects mainly expected to be located south of Equator.
- Office work with close follow up on quotations and new project opportunities. Planning of new visits, preparing of visit reports and filling in project information into our CRM system.
- Bi-weekly Skype calls with our International Exports Director to align efforts.
- Close cooperation with AVK Southern Africa internal Sales for preparation of commercial quotations.
- Achieve budgets, and objectives for area and designated accounts
- Responsible for product mix within targets in line with company objectives.
- Communicate on a frequent basis, progress of account action plans, objectives and overall budgets.
- Respond to and follow up all sales enquiries and quotations using appropriate methods, recording results to an agreed format.
- Provide monthly reports on account activities in an agreed format and to agreed timescales.
- Develop relationships with key decision makers within allocated accounts using all ethical methods to include entertainment (attendance and organizing) and factory visits.
- Liaise and attend meetings with other company functions necessary to perform duties and aid business and organizational development.
- Support any customer survey activities
- Attend training to develop relevant knowledge and skills
- Ensure Company procedures are always followed
- Adhere to health and safety regulations, and other requirements relating to care of equipment

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 organization and the overall business objectives of the organization.

Should you fulfil the above requirements and are interested kindly forward your CV to [hr@avkvalves.co.za](mailto:hr@avkvalves.co.za)

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