

GENERAL SALES MANAGER

Johannesburg based

(with frequent travel throughout SA)

AVK Holding Southern Africa (Pty) Ltd, is part of the AVK Group and is a global manufacturer of specialist multi utility products with facilities in South Africa, Europe and Asia and we operate in at least 30 countries.

As part of our growth plan for the business, we are now looking for a General Sales Manager for the Water and Projects Segment to fulfil a new position in the business that has the potential for significant progress.

This is the perfect opportunity for a sales leader and business winner to further their career with a senior sales position for an innovative business. This position has been created in line with the development plan for the company and, you will have the chance to drive our ongoing success and help shape a dynamic function within the business.

As the General Sales Manager, your responsibility will be to grow sales to assist in achieving company objectives of 15% year-on-year growth, across the volume, price and product mix.

Specifically, you will build on the core business areas of water utilities, secure new partners and agreements and develop new markets and new market segments.

The key metrics of your role will be revenue and margin growth, new partner and distributor agreements, conversion rates on quotes/orders and customer service and relationship management.

You will manage an enthusiastic sales team, motivating them to perform and increase profitability and implement sales and training strategies to ensure targets are met.

To be considered, you will need:

- Sales management or sales leadership experience
- Determination
- Results-driven with exceptional interpersonal and relationship-building abilities
- To demonstrate experience of securing new distributors and partner agreements and delivering growth
- This position requires the successful candidate to travel 40% of the time.
- 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.
- Be an inspirational leader within the Company.
- Bachelor of Commerce or similar qualification a necessity

AVK SOUTHERN AFRICA

10 Chris Street
Corner of Chris and Grafield Road
Alrode
Alberton, 1451
Johannesburg
South Africa

Call: +27 11 908 3760
Email: marketing@avkvalves.co.za
Visit: 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:

- Achieve budgets, and objectives for whole area and designated accounts
- Responsible for product mix within targets in line with company objectives.
- Responsible for managing price increases as required across the customer base in line with contract renewals and framework anniversary dates.
- Owns the Customer Engagement strategy for the Accounts in their areas.
- Arrange and attend regular external account meeting for review and presentation of company products and services.
- Development, review and achievement of “live” plans by customer/product in an agreed format, in conjunction with Commercial and Market Sector teams.
- Maintain, develop and manage specific service offer agreements in conjunction with Supply Chain, Service Delivery Team and Commercial team to ensure consistent service excellence.
- Communicate on a frequent basis, progress of account action plans, objectives and overall budgets.
- Work within gross price and discount structure within agreed authorities to secure orders.
- 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
- Provide customer training when required
- Attend training to develop relevant knowledge and skills
- Key Account Management captures all aspects of the business relationship. As such the position requires an overall management and awareness of Profitability, Turnover, Product Mix, Project Management, Payment, Pricing, CRM and KPI's. This is not an exhaustive list but demonstrates the position requirement of the management of the total business relationship. Ensure you show regard for people.
- 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

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