



AVA on Course for Expansion

- **Area Sales Manager France**
- **Area Sales Manager United Kingdom**
- **Area Sales Manager Belgium**

To support our international Sales Team, AVA is seeking to hire Area Sales Managers in the following countries: France, United Kingdom, Belgium.

In working for our company, you will be representing one of Europe's largest wholesalers of industrial valves. Our customers include leaders in the plant and mechanical engineering, chemical and petrochemical industries.

Duties:

Your responsibilities include developing long-term business relationships with a portfolio of customers, advising existing customers and acquiring new customers. You are connecting with key business executives and stakeholders. In performing your specific sales activities, you will contribute to the continual expansion and the profitable business growth. You will be responsible for preparing quotes, conducting negotiations to the stage where an order is placed and be responsible for the entire project. As a competent contact, you will offer our customers „full service“ from a single source. As a sales employee, you will report directly to our sales manager or to the executive director.

Your profile:

- Preferably a technical or business degree
- Proven Work experience in a similar position, preferably in the valve industry
- Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization, including executive level
- Excellent active listening, negotiation and presentation skills
- Capable of working independently and success-oriented
- Native speaker for the respective position and active English language skills (verbal and written) for the positions in France and Belgium.
- Solid experience with CRM software and MS Office (particularly MS Word and Excel)
- prepared to travel

We offer:

- a range of varied and responsible duties
- your duties offer all necessary freedom of action and creativity and the opportunity to succeed
- our company is characterised by an open corporate culture, flexibility and flat hierarchies in which you will be encouraged to contribute and implement your own ideas
- along with the advantages of a flexible, top-performing company, you can expect attractive conditions of employment commensurate with the position. A company car will be provided, including for personal use.

Interested? We look forward to receiving your application.

Please send your application with all supporting documentation to:
jobs@ava-alm.de

