



NATIONAL MARKET DEVELOPMENT MANAGER

- **Newly created role**
- **Water related industry**
- **Based in Adelaide**

AVK Australia is part of the AVK Group, a leading global valve manufacturer in the water, sewage, gas and fire fighting industries. Its product program comprises of a comprehensive range of valves, hydrants, pipe couplings and accessories, each complying with the Australian Standards for quality, safety and durability.

This new national role will focus on developing business in water related industries such as mining, fire protection and waste water management.

Reporting to the General Manager - Sales & Marketing the role requires:

- A skilled negotiator
- Ability to network with clients at a senior level
- Extensive experience in sales and marketing within the water industry
- Detailed technical knowledge, enabling deal closure at the specification level

The successful candidate will have an established national network within water related industries and amongst government decision makers. Candidates will have an extensive sales and marketing background coupled with the ability to prepare complex technical proposals with excellent verbal and written communication skills at all levels.

Candidates with a mechanical engineering background, specifically with valve/pump or piping knowledge will be well suited for this key business development role. Tertiary qualifications will be well regarded but not essential. Remuneration will be commensurate to skills and experience.

For further information please contact Darren Gibbons on 08 8368 0900
or forward your detailed resume to hr@avkvalves.com.au

website www.avkvalves.com.au by Monday 20th September 2010.