



AVK is a Danish Global market leader in the design, manufacturing and supply of valves, fittings, hydrants and flow control equipment for Water, Wastewater, HVAC, and industry segments like Pulp/Paper, Mining/Cement, Marine, Power, Oil and Gas. AVK have more than 100 sales offices around the world and manufactures all the products we sell in our 40+ factories located around the world.

As part of our continuing expansion and strategy to meet the prevailing business challenges, we are currently seeking dynamic and top-notch candidates to fill-up the following opportunities:

SALES ENGINEER – INDUSTRY

Job Highlights:

- Competitive Compensation
- Commissions and performance Bonuses
- Accident and Health insurance includes beneficiaries.
- Professional Development Opportunities
- Good Working Culture

Job Responsibilities:

- Identify and generate sales opportunities through various channels, including online research, customer referrals, and plant visits.
- Understand customer's technical needs and provide solutions using the company's product offerings.
- Handle and address sales inquiries from customers by offering comprehensive product details and pricing, technical proposals, and preparing sales quotations.
- Develop and maintain strong relationships with existing customers, providing after-sale support, product installation and commissioning, and technical training.
- Seek new business prospects by closely monitoring industry trends and developments and working with the sales team to develop sales strategies.
- Maintain accurate records of all sales activities, service reports, customer interactions, and orders, and meet or exceed sales targets and objectives.

Qualifications:

- Bachelor's/College degree, Postgraduate, Diploma/master's degree, Professional License
- At least 3 years of experience in technical sales and commissioning of engineering equipment.
- Strong technical Knowledge preferable from sales in pumps, water treatment, Mining / Cement Steel, Pulp and Paper, food and beverage or pharmaceutical, industries.
- Passion for sales and desire to continuously improve.
- Trustworthiness, honesty, and ability to maintain relationships with superiors, co-workers, and customers.
- Ability to work independently, prioritize and manage multiple tasks, and deliver efficient and high-quality customer-oriented service.

Please forward your resume with photo at any of the following addresses:

- AVK PHILIPPINES, INC. – # 70 West Avenue, Brgy. West Triangle, Quezon City
- Email address – admin@avk.ph