

# Business Development Manager for AVK Smart Water - digitalisation of valves

Are you experienced in the water and/or wastewater industry? Do you have good knowledge of valve solutions and an understanding of digital solutions and IoT? Then you might be our new Business Development Manager.

The water utilities have initiated a digital journey which means that manually operated valves are digitalised to improve management of the entire supply networks, thus saving energy, improving daily operations and reducing water waste. With our products and IT platform, we can be part of this digitalisation of the water supply networks, and we are looking for you to help us on our journey.

You will be part of our smart water team which sets the direction for the commercial implementation and roll-out of AVK's new portfolio of digital smart water products. You are experienced in sales and marketing and have thorough knowledge of technical valve solutions, and preferably, you are also experienced in motivating and training sales people in taking ownership of sales and in selling and promoting technical solutions.

With reference to our Business Development Director, you and our product managers will be responsible for starting up and maintaining sales of smart water products in Continental Europe. You will be the anchor of the commercial roll-out and set the direction for product support. For the right person, this is an opportunity to use your skills in a successful family-owned business, and since this is a newly created position, you will also have the opportunity to shape the position.

## Primary tasks:

- Support the implementation of a new product range
- Organise customer meetings and customer seminars in Continental Europe
- Act as a link between AVK's sales companies and AVK Smart Water
- Coordinate product training of smart water products for sales people with our product managers
- Communicate the feedback we get from the market

- Have in-depth knowledge of all our smart water products
- Travel approx. 60 days per year

## We expect that you:

- Hold a technical education – preferably in IT/OT technologies – you are an engineer, electrical technician, automation technician or have another relevant technical education
- Have commercial experience in selling valve solutions and/or IoT solutions
- Are good at cooperating and creating strong customer relations
- Have knowledge of valves for water/wastewater. This is an advantage, but not a requirement
- Are structured, systematic and persistent
- Have good energy and drive
- Can communicate professionally in Danish and English, both in writing and speech
- Are outgoing and eager to both learn/listen and teach

## We offer:

- An exciting and challenging position at AVK Smart Water in Skovby (close to Aarhus)
- Good opportunities for personal and professional development
- A global work environment characterised by growth and innovation
- An informal and dynamic company culture

## We will be having interviews continuously, and we want the position to be filled as soon as possible.

If you have any questions to the position, you are welcome to contact Business Development Director, Gerner Knudsen, on mobile phone +45 4174 8393.

Please send your application incl. CV to HR2@avk.dk.



**The AVK Group** is a global market leader within valves and hydrants. AVK valves are part of vital infrastructure systems that include potable water distribution, wastewater treatment, distribution of natural gas to be used for heating and electricity and sprinkle systems used for fire protection. AVK is a family-owned company with headquarters in Skovby/Galten near Aarhus and has more than 120 production and sales companies worldwide and approx. 4,800 employees.

**AVK Smart Water** is a commercial support function pioneering smart water products for the AVK companies ASW-ATI Srl in Italy and AVK international A/S.

**AVK International A/S** manufactures valves and accessories. We offer a wide selection of high-quality products to Continental Europe, Central Asian/Caucasian countries and Northern Africa. AVK International A/S has approx. 250 employees and reported a turnover of just over DKK 750 million in 2021/22. AVK is recognised across the world for its high-quality products and contributes to sustainable solutions to global challenges, e.g. to minimise water loss and to handle wastewater efficiently.



**AVK International A/S**  
[www.avkvalves.eu](http://www.avkvalves.eu)