

# TECHNICAL SALES ENGINEER - AVK INDUSTRIAL VALVES

To support our continuously growth within the industry business AVK Vietnam is looking for a Sales Engineer for our industrial valve product offer.

**As our new Technical Sales Engineer, you will focus on growing the industrial segment business by securing new applications with existing industrial customers, gaining opportunities to win market share with new customers and identifying new product ideas for development. Technical sales background (valves, fittings, etc.) is required. The successor would have a background in industrial distribution and are the kind of person who can talk with everyone from upper-level executives to the maintenance man on lower level.**

## ABOUT AVK VIETNAM CO., LTD.

AVK Group is an international organization with regional sales and production spread out over Middle East, China, Southeast Asia and India.

AVK Vietnam Co., Ltd is an official member of AVK Holding Group (Denmark) and is officially authorized by AVK Holding to exclusively distribute the products manufactured by AVK Group's companies in Vietnam market. Working with us offers you a career opportunity working with our more than 4,500 dedicated people in all parts of the world.

## RESPONSIBILITIES

- Participate in the development and execution of a business strategy for AVK industrial valves.
- Conduct market research to identify emerging trends, potential customers, and opportunities.
- Generate leads and build relationships to pursue new business opportunities.

## ABOUT YOU

- Hold a bachelor's or master's degree in engineering or related field, possibly with a commercial addition.
- Successful track record in technical or industrial sales.
- Excellent communication, negotiation, both written and verbal.
- Superior deal-closing skills.
- Self-motivated and able to work independently, as well as part of a team.
- High Energy, confident, and assertive with a strong work ethic.

## WHAT WE OFFER

- A challenging carrier job in the AVK Group, with more than 100 companies worldwide.
- A chance to contribute to shaping the future of AVK within the Industry business.
- Salary is negotiated at a competitive level.

## APPLY NOW

Please submit your resume and a cover letter highlighting your relevant experience and why you are the ideal candidate for this position to General Manager at AVK Vietnam.

Mrs. Nguyen Khoa Hoang Mai, [mai@avkvn.com](mailto:mai@avkvn.com)



## About AVK

AVK's core business area is the development and production of valves, hydrants, and accessories.

Our products are part of vital infrastructure for clean drinking water, safe distribution of natural gas, efficient wastewater management from households and industry, and fire protection.

The AVK Group is family-owned with headquarters in Galten, Denmark.

With a turnover of EUR 1,020 million in 2022 and more than 4,800 employees at 100+ production and sales companies worldwide, AVK is a significant player in our line of industry.

Quality, continuity and close relationships form the basis of our goal of being our customers' preferred choice.

[www.avkvn.com](http://www.avkvn.com)



# AVK

