

Business Development Head- India, Nepal & Bangladesh

To support our continuous growth within the water and beyond

ABOUT US

We are an international organization with regional sales and production spread out over Middle East, China, South East Asia and India. AVK offers you a career opportunity working with our more than 5,000 dedicated people in all parts of the world. We believe in basic strategies, being innovative and keeping our business simple and we have strong focus on the working environment and on being a responsible member of society.

RESPONSIBILITIES

- Develop and implement strategies for New Market and Future growth sectors.
- Work with Sales team to increase market share and build brand awareness
- Staying up to date on industry trends, competitor activities, and emerging technologies.
- Developing and implementing sales strategies to achieve revenue targets
- Tracking and analyzing sales performance, identifying areas for improvement.
- Making sales projections and forecasting revenue.
- Overseeing budgeting, including project budgets, billing, and financial performance of engagements.
- Leading marketing initiatives, such as creating marketing materials and introducing new products to the market.

ABOUT YOU

- B.E. with 20 plus years of experience Sales, Marketing and Business Development.
- Exposure Water Business, Power, Oil & Gas and adjacent Industries.
- Customer focused approach, attention to detail, high aptitude for learning and deadline oriented.
- Knowledge of Market Segments and future growth market.
- Required Competency: Research Mind Set, Strategic Management, Relationship Management with Key Stakeholders, Design Consultants and Government departments.

WHAT WE OFFER

- A challenging career in the AVK Group, with more than 100 companies worldwide.
- Salary is negotiated at a competitive level.

LOCATION

- Whitefield, Bangalore.

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 HR@avkindia.com



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 1,206 million in 2024 and more than 5,000 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.avkvalves.com



AVK

