

Product Manager - Penstocks

VACANCY: Product Manager – Penstocks

LOCATION: National | across the UK

ABOUT US:

Glenfield Invicta is part of the AVK Group, market leaders in the supply of valves, fittings and flow control equipment to the Water, Wastewater, Oil and Gas industries throughout the world. Glenfield Invicta is an established and industry leading, specialist MEICA contractor for valves, penstocks, and actuators, operating across the UK.

A vacancy has arisen for a Product Manager to join and hold a prominent position for one of the company's most important products.

ABOUT THE ROLE:

As the 'owner' of the penstock product range and sales budget, your objective is to maintain and build-upon Glenfield Invicta's position as market leader in penstocks, retaining market share and achieving continued sales growth.

Providing dedicated technical and commercial support for the company's sales, operations, and site services functions, supporting projects from initial quotation through to delivery, with a focus on coordinating and attaining customer approval for manufacture.

Key responsibilities include, but are not limited to:

- Review penstock sales enquiries including specifications, technical drawings, schedules, and scopes of work.
- Communicate with customers technical requirements at both enquiry and design stages.
- Collaborate with key suppliers to ensure customer's expectations with regards to product solutions, quality, documentation, and customer service are met and delivered successfully.
- Provide specialist product and technical advice/support to colleagues preparing quotations.
- Principle contact for new/existing customers advising on information on our penstock product range.
- Maintain current customer relationships through providing exceptional customer service.
- Actively contribute to the use and application of CRM for penstock projects throughout the UK.
- Develop and deliver training and sales presentations to customers, and internally.
- Collaborate with the marketing team, contributing to campaigns, case-studies etc.
- Work with suppliers to enhance product offering, to ensure it remains compliant and competitive.
- Assist with the submission of pre-qualification questionnaires and tender deliverables.
- Undertake site surveys and prepare site visit reports.
- Troubleshoot & provide problem resolutions for customers.
- Monitor and regularly report on competitor activity.
- Secure and maintain framework supplier status with water companies.
- Develop, implement, and deliver upon an annual business plan.
- Work with suppliers to enhance product offering, to ensure it remains compliant and competitive.
- Handle customer complaints regarding our penstock product range.
- Provide guidance on the preparation and submittal of documentation to clients, ensuring contractual obligations are fulfilled and client document protocols are followed.

ABOUT YOU:

Previous experience in a mechanical engineering related sales role within the construction project environment. Preference given to a background in penstocks or similar flow control products.

The role suits an individual adept in a technical environment, providing solutions to technical challenges, and feels comfortable in a customer facing, commercial environment with a passion for sales.



Product Manager - Penstocks

Key experience to include but not limited to:

- Previous experience working in a sales or similar role with a mechanical engineering product in the construction industry.
- Experience owning and delivering upon a sales budget and achieving sales growth.
- Experience providing technical support for a mechanical engineering product.
- Excellent verbal and written communication skills.
- Ability to multi-task with numerous clients, supplier, and technical proposals of various levels of detail and complexity.
- Excellent organisational, administrative and time management skills.
- Ability to sell to customers' needs.
- Competent writer of business letters, technical reports, quotations, and proposals.
- IT fluency with MS Office software suite.

WHAT WE OFFER:

- Competitive salary
- An important role within a successful and growing business, with clear prospects for career progression
- A culture of promoting personal development, with ample opportunity for training and earning qualifications
- Remote working
- Incentive scheme
- A culture of shared values, goals, attitudes, and business growth
- Employee Assistance Programme (Welfare and Wellbeing)
- 33 days holiday (including statutory Public Holidays)
- Life Assurance plan (x3)
- Company pension plan
- Discounts and cashback across many high-street and online retailers (Supermarkets, Entertainment, Fashion, Days Out, Technology, Home, and Travel)
- Company Car or Car Allowance

WORKING HOURS:

- 37.5 hours per week

We know that our people make the difference in the AVK Group, and we are looking for skilled, passionate, and driven professionals to work with our inspirational leaders; to promote our culture, enable change and champion a lean environment.

APPLY NOW - Please send your up-to-date CV to careers@avkuk.co.uk

