



Job Title	Project Sales Manager
Date Reviewed	January 2019
Purpose	To generate significant revenue stream, capitalise on new and existing market sectors and actively promote the AVK brand
Responsible To	Sales Director
Responsible For	None
Location	Dublin, Ireland

Business Profile

AVK are the UK's leading provider of critical power systems and maintenance that guarantee your power. For 30 years we've been supplying UPS systems and standby diesel generators providing our clients with reliable back-up power solutions for their mission critical services & systems.

We are trusted by many of the UK's largest Data Centre operators, Finance & Banking providers and Telecommunications companies to design, install and maintain 100% power integrity by providing diesel generators, uninterruptible power systems, switchgear, protection relays and turnkey solutions.

AVK specialise in all aspects of the design, planning, implementation and on-going maintenance of critical power systems. We provide solutions for standard or bespoke applications, with UPS systems ranging in size from 10kVA to 2000KW to standby diesel generation ranging in size from 4kW up to 3MVA, gas and dual fuel products ranging in size from 5MW to 10MW, covering all project sizes from £1k up to £30m. Our extensive and growing client base reflects our highly regarded reputation for both quality and service

Role summary

The Project Sales Manager function is tasked with generating new revenue, building on existing client portfolio. This role has responsibility for quality, process and the high standards our customers expect. Frequent travel throughout Ireland and to our Head Office in the UK will be required with occasional overnight stays.

Responsibilities

	Actively source new business outside of current industries to expand the AVK portfolio through networking, recommendations and industry knowledge
	Manage customer pipeline to maximise conversion
	Work closely with M&E suppliers, contractors and consultants to produce commercially attractive and value engineered solutions for a variety of market sectors
	Support designated customers' requirements, ensuring all services and requirements are delivered professionally and proactively
	Actively promote the AVK service offerings through marketing campaigns and effective email and telephone communications
	Produce technical and complex tender documents within the required tender period in collaboration with Technical and Engineering departments
	Respond without delay to all enquiries providing the best solution expected by our customers high standards
	Maintain connections with key clients to create leads and build a network of clients generating exposure of the AVK brand



	Facilitate the successful negotiation of commercial and contractual terms for secured business opportunities in conjunction with the Sales Director and Commercial Consultant
	Undertake tender analysis of bids, technically review sub-contractor bids to validate costings and data
	Provide comprehensive quality assurance documentation in preparation of handover to the Project Delivery team

Person specification

Key skills and knowledge	Desired/Essential
An academic qualification in engineering or construction or a minimum of 10 years experience (QBE)	Desired
Minimum qualification level HNC/Level 3 NVQ/A Level/Equivalent	Essential
Excellent written and oral communication skills	Essential
Minimum of 5 years B2B experience within M&E and construction industry	Desired
Minimum of 5 years+ experience working in power generation and sales	Essential
Ability to manage end to end sales process	Essential
A driven, target focused approach to sales	Essential
Experience with MS Office including Project	Essential