

Regional Sales Manager – Central, East Europe & Central Asia

VACANCY: Regional Sales Manager – Central, East Europe & Central Asia

LOCATION: Flexible – based within the appropriate geographical location (Central, East Europe & Central Asia)

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ABOUT US:

Fusion Group, part of the AVK Group, is a global leader in the design, manufacture, and supply of valves, pipe fittings, hydrants, and flow control equipment for water, wastewater, oil, and gas industries. Fusion Group is our centre of excellence for polyethylene and electrofusion fittings and equipment.

Our strategy is clear: *to become the customers' preferred partner as the leading innovator, manufacturer, and supplier of products and services for gas and water polyethylene pipeline systems worldwide.*

ABOUT THE ROLE:

We have an exciting opportunity for a Regional Sales Manager to join our team. Reporting to the Head of Sales – EMEA, you will lead customer sales and engagement across Central, East Europe & Central Asia.

Your role will focus on achieving budgets and targets for designated accounts, developing new and existing customer relationships, and driving regional growth strategies.

Key Responsibilities:

- Create and deploy sales growth and engagement strategies.
- Expand product breadth and geographical coverage in key sectors.
- Manage end-to-end sales for customer contracts and engagement plans.
- Promote new and improved products and services.
- Lead periodic customer reviews and provide monthly reports on account activities.
- Build and manage customer engagement activities within a CRM environment.

ABOUT YOU:

You are an excellent communicator with strong organisational skills, target-focused, analytical, and driven. You thrive in a dynamic environment and have experience in managing regional sales and customer engagement strategies.



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WHAT WE OFFER:

- Global Travel
- A culture of shared values, goals, and business growth.
- Employee Assistance Programme (Welfare and Wellbeing).
- Lucrative Incentive Scheme.
- Competitive salary and company car.
- 33 days holiday (including statutory Public Holidays).
- Life Assurance plan (x3).
- Company pension plan.
- Discounts and cashback across many high-street and online retailers.
- Companywide initiatives to share in our future success.
- A blend of training to help your career development.

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

