

BUSINESS DEVELOPMENT MANAGER - AVK SMART WATER PRODUCTS - MALAYSIA

The AVK Group expect to build a regional business development hub that will be responsible for our sales, marketing, technical support, and business development of our Smart Water products in the South East Asia (SEA) region.

Joining the local AVK organization we are seeking an experienced and dynamic Business Development Manager to drive the growth of our AVK Smart Water business in Malaysia and the region.

ABOUT US

The AVK Smart Water portfolio defines the AVK products specifically focused on supplying intelligent solutions for monitoring the water distribution network. AVK Smart Water products includes a combined hardware and software solution that will help collecting valuable data from important points in the water network. Products include renowned AVK products such as valves and hydrants but also positioners and gages to our monitoring software offering.

As responsible for the AVK Smart Water products you will be located at the premises of AVK Malaysia that is a 100% owned company within the AVK Group. AVK Malaysia holds 30 employees and is located in the city of Klang 48 km outside of Kuala Lumpur.

RESPONSIBILITIES

- Develop and execute a business strategy for the AVK Smart Water portfolio.
- Conduct market research to identify emerging trends, potential customers, and opportunities.
- Defining value propositions and outlining go-to-market strategies
- Generate leads and build relationships to pursue new business opportunities
- Corporate with the local sales teams driving sales activities to meet revenue targets.
- Build and maintain strategic partnerships with technology providers, system integrators, and industry alliances
- Work closely with product development

teams to define IoT solutions that meet customer requirements

- Monitor the market, stay updated on industry trends, and report back to high level management to maintain our competitive edge
- Secure cross-functional cooperation with internal teams, marketing, engineering, product management, and operations

ABOUT YOU

- Hold a bachelor's or master's degree in Engineering, Computer Science, or a related field
- Proven experience in business development, sales, or marketing, preferably in the IoT industry
- In depth understanding of IoT technologies, platforms, and applications
- Strong business understanding with the ability to identify and evaluate market opportunities
- Excellent communication, negotiation, and presentation skills
- Strong analytical and problem-solving abilities
- Ability to build and maintain relationships with diverse stakeholders
- Self-motivated and able to work independently, as well as part of a team

WHAT WE OFFER

- A challenging carrier job in the AVK Group, with more than 100 companies worldwide
- A chance to contribute shaping the future of AVK Smart Water 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 Business Development Director at AVK Holding; Søren Kjær, techservice@avk.dk.



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.avkvalves.com

