



## AVA BV on Course for Expansion in the Netherlands Account Manager (f/m/d)

To support our international Sales Team, AVA BV is seeking to appoint an **Account Manager (f/m/d)** for the Mid/North of the Netherlands. In working for our company, you will be representing one of Europe's largest wholesalers of industrial valves. Our customers include leaders in the plant and mechanical engineering, chemical and petrochemical industries. The subsidiary in the Netherlands is located in Oudkarspel close to Alkmaar.

### Duties:

Your responsibilities include developing long-term business relationships with a portfolio of customers, advising, existing customers and acquiring new customers. You are connecting with key business executives and stakeholders. In performing your specific sales activities, you will contribute to the continual expansion and the profitable business growth. You will be responsible for preparing quotes, conducting negotiations to the stage where an order is placed and be responsible for the entire project. As a competent contact, you will offer our customers full service from a single source. In this position, you will report directly to our managing director in the Netherlands.

### Your profile:

- Preferably a technical or business degree at HBO level.
- Proven Work experience in a similar position, preferably in the valve industry
- Demonstrable ability to communicate, present and influence key stakeholders at all levels of an organization, including executive level
- Excellent active listening, negotiation and presentation skills
- Capable of working independently and success-oriented
- Native speaker for the respective position and active English skills (verbal and written)
- Solid experience with CRM software and MS Office (particularly MS Word and Excel)
- Prepared to travel

### We offer:

- A range of varied and responsible duties
- Your duties offer all necessary freedom of action and creativity and the opportunity to succeed
- Our company is characterised by an open corporate culture, flexibility and flat hierarchies in which you will be encouraged to contribute and implement your own ideas
- Along with the advantages of a flexible, top-performing company, you can expect attractive conditions of employment commensurate with the position. A company car will be provided, including for personal use.

Interested? We look forward to receiving your application. Please send your application in English language with all supporting documentation to:

[jobs@ava-als.com](mailto:jobs@ava-als.com)

