

Regional Sales Manager, Substation Products (m/w/d)

Location: Hungary

Your responsibilities in this role are:

- to actively promote and sell Megger's Substation test product portfolio in the market area (Poland, Czech Republic, Slovakia, Hungary, Slovenia, Croatia, Bosnia-Herzegovina, Serbia, North Macedonia, Romania, Bulgaria, Greece)
- to proactively drive the sales activities needed to reach agreed targets, both direct sales and through distributors, depending on market
- to manage and support Megger's distributors in the market area

Your Tasks:

- Develop the market area towards desired volumes and market share with emphasis on long term sustainable growth
- Perform sales visits, demonstrations, trainings and seminars for our customers
- Actively drive and coach distributors in both technical and commercial topics
- Map the market area with regards to market potential and market share
- Work with marketing to generate demand and leads together with potential sales partners
- Provide support to end customers and distributors in the market area
- Provide market input to Product Management for new product developments and pricing requirements
- In cooperation with the Marketing Manager establishing and driving execution of market communication plan for the area
- Plan and participate in exhibitions, seminars and conferences

Your Profile:

- BSc degree in Engineering or equivalent experience
- Knowledge of technology in electrical power industry
- Between 3-5 years Sales experience with testing and measurements in power systems, working with utilities and service companies.
- Strong social skills and enjoying selling and networking
- Good Communication and active listening skill with the ability to communicate at all levels within an organization and across cultures
- Good presentation and language skills (English and local language/s/)
- Team player with an openness to feedback and a desire to grow
- Self-starter with an ability to multitask, make decisions and work independently.
- Strategic Thinker, and able to apply your skills to meet goals around Quota and KPI's

Benefits:

- Excellent training and development opportunities
- Company pension scheme
- Flexible working hours
- Company car



Megger designs, manufactures and sells portable electrical test equipment worldwide. Privately owned, our owners have ambitious growth plans for Megger, which will come from acquisitions, organic product expansion and by increasing our global presence. The Group headquarters are in Dover UK with 6 further manufacturing facilities in the USA, Germany and Sweden. The company has 33 sales offices world-wide and sells both directly and through an extensive network of highly skilled distributors. Our customers include the utilities (generation, transmission and distribution), industrial companies, as well as large and small contractors.

The Megger brand is already strong and highly respected in the industry, but in these times of digital transformation, Megger wishes to further elevate the depth of relation with our customers to truly stand out.

www.megger.com

Are you interested? Send us your complete application including the earliest possible starting date and your salary expectations to: personal@megger.com

Megger GmbH
Human Resource
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