

Regional Business Development Manager (BDM) – Monitoring Solutions (m/f/d)

Location: EU (Germany preferred)

Megger offers continuous and consistent monitoring solutions for your electrical assets and networks. Our on-line monitoring tools provide access to insights about infrastructure health, performance, and predictive maintenance. This empowers you to proactively address potential issues.

To expand our Monitoring segment, we are looking for a Business Development Manager as soon as possible.

Join our team!



Your tasks:

- Accountable for driving sales of Megger's Monitoring Segment (specifically: partial discharge testing instruments, online monitoring systems, dissolved gas monitors, and Smart Grid Solutions) for the region of West Europe through cooperation with Regional Sales Managers, Global Industry Leaders, Product Management, Marketing, and Factory Management.
- Sales strategy planning, account development plans, activity planning, forecasting, opportunity management, international travel (customer visits, internal meetings, training), customer support, price negotiations, tender submissions, and other ad-hoc tasks to support sales and customers.
- Cooperation/input to other teams (back-office/inside sales, marketing, service/repair) to serve customers and Megger strategies.
- Presenting to customers, product demonstrations, and attending trade-fairs.
- Direct customer relationship development and sales activities as well as supporting regional sales colleagues with joint efforts (serving as technical and sales subject matter expert for monitoring technologies).
- Contribute to marketing case studies and customer-specific use cases.

Your profile:

- MSc in Electrical/Power Engineering or BSc degree in Electrical/Power Engineering plus equivalent practical field experience.
- Passion for Digitalization, Energy Transition, and trends that drive the rapidly changing power utility industry.
- At least 8 years of experience in the electrical power industry, including 3 or more years of field experience with testing and measurements in power systems or sales of similar technology.
- As projects require a long sales cycle, long-term thinking, patience, and persistence to see multi-year projects through from generating interest, closing the sale, and scaling with continued business.
- Knowledgeable of high voltage testing of electrical power assets (transformers, motors, generators, switchgear, cables, etc.) and their behaviors.
- Ability to convey value propositions tuned to each customer's specific needs/goals in their asset management improvement initiatives.
- Strong social skills and enjoying selling and networking.
- Good communication and active listening skills with the ability to communicate at all levels within an organization and across cultures.
- Fluent presentation and language skills: English and one additional European language.
- Team player with an openness to feedback and a desire to grow.
- Self-starter with an ability to multitask and make decisions.
- Strategic thinker and able to apply your skills to meet goals around quota and KPIs.

Benefits:

- Structured onboarding during your orientation phase
- We prioritize the individual development of your professional and personal strengths with excellent training, continuous learning, and professional career development opportunities
- Challenging tasks in a system-relevant industry, freedom of organization and decision-making as well as a high degree of personal responsibility, working in an international and innovative environment
- Competitive remuneration, variable bonus payments, company pension scheme, private accident insurance

About Megger:

With a rich history spanning over 130 years, Megger is a well-established company renowned in the electrical testing and measurement industry. Our dedication to precision, reliability, and safety has earned us a distinguished reputation, making us a trusted partner for professionals and organisations in need of dependable electrical testing and measurement, including monitoring solutions.

We serve a wide array of industries, spanning utilities, manufacturing, maintenance, renewable energy, heavy industry, transportation, and more. At Megger, our extensive product and service offerings encompass a broad spectrum of applications, addressing critical electrical measurements. These include insulation resistance testing, ground resistance testing, a comprehensive range of dielectric testing, advanced transformer diagnostics, DGA (Dissolved Gas Analysis), partial discharge analysis, cable fault locating and diagnostics, Smart Grid testing, and much more.

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

Megger Holding Germany GmbH & Co. KG
Human Resources
Dr.-Herbert-lann-Str. 6
96148 Baunach
www.megger.com