

## Industry Director MGA (m/f/d)

**Location: UK or Germany, within a reasonable traveling distance to Aachen**

As electrical networks continue to expand over the next 20 years, the demand for advanced monitoring solutions is more crucial than ever. Within the Megger Monitoring business, we are at the forefront of this industry, offering cutting-edge technology and data analytics to ensure the highest reliability for electrical networks.

Our Megger Grid Analytics (MGA) business offers innovative solutions including state-of-the-art overhead line and cable sensors, delivering precise measurements and unparalleled network transparency. By leveraging our technology, customers can predict and prevent outages and respond to potential faults. Our solutions seamlessly integrate with SCADA systems and utilise the latest communication technologies, providing a superior customer experience.

To expand our Megger Grid Analytics segment, we are looking for an Industry Director MGA as soon as possible.

**Join our team!**



## Your Tasks:

- Develop and execute the industry strategy in collaboration with business segment colleagues and sales regions to achieve long-term growth.
- Business planning related to financial performance and its execution form a weekly task, from orders through revenues and gross margins including target setting to the sales regions.
- Oversee business governance through quarterly business reviews, covering financial performance, pipeline management, project status, new product development, competition monitoring, and business process adaptations.
- Collaborate with Site/Production Managers and Product Managers to develop strategic options, leading to product roadmaps and innovation projects, with a strong emphasis on customer feedback.
- Work with the marketing team to plan and execute communication campaigns, providing structured content and technical guidance. Develop communication plans to inform and educate internal stakeholders across the business.
- Build partnerships with relevant industry players and OEMs, influence industry standards through trade bodies, and enhance Megger's industry profile.
- Collaborating with people is your passion: You cultivate a dynamic and value-adding internal technical and commercial community, and support the creation of an external, customer-based user group.

## Your Profile:

- **Experienced Business Leader and Strategist:** You bring 5-10 years of experience in a leadership role, with a strong technical background and industry-focused expertise. You possess excellent commercial acumen and exceptional business planning skills.
- **Influential Relationship Builder:** Your outstanding people skills enable you to positively influence and drive change. You excel at sustaining a network of relevant stakeholders, coaching and developing team members, and building strong relationships within the industry.
- **Industry Expert:** You have in-depth knowledge of the industry and market drivers, with a strong professional presence. Your technical and professional credibility sets you apart in your domain.
- **Skilled Communicator:** You possess excellent organisational, communication, and presentation skills, with a keen attention to detail and active listening abilities.
- **Educational Background:** You hold a university degree in Electrical Engineering, with an optional postgraduate qualification in Business, Marketing, Engineering, or Law. Others would be considered but relevant to role.
- **Technical Expertise:** Ideally, you have experience working with SCADA systems or integrating assets into them. You understand the basic principles of planning, realising, and operating overhead line (OHL) and cable energy networks, and have knowledge of earthing and earth fault principles in low, medium, and high voltage energy networks.

## 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:

At Megger, our aim is to ensure everyone can live confidently and work safely, with the energies which power our world. We do this by designing and manufacturing safe, reliable, easy-to use portable electrical test equipment.

Our customers are at the heart of everything we do. This drives our innovation because we not only make it our business to understand what our customers really need but what it takes to be the partner who helps them perform at their best!

As a global operator, Megger is strategically located in over 100 countries, employing in excess of 1,500 employees. We are backed by world-leading support and expertise in the delivery of our 360-degree Customer Service including - software, product, and tools design; onsite training; repairs; testing; and consultancy.

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

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