

Sales Manager Systems (m/w/d)

Location: Hungary

Your tasks:

- Responsible for driving sales of the Megger “Systems” Segment (in particular, partial discharge testing instruments, online monitoring systems, rotating machines and further products to come), in Hungary through cooperation with regional sales managers
- Sales strategy planning, activity planning, forecasting, opportunity management, 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
- Technical support, presenting to customers, attending trade-fairs
- Travel approx. 70%

Your profile:

- BSc degree in Engineering or equivalent experience
- Knowledge of technology in electrical power industry
- 3 or more years Sales experience with testing and measurements in power systems or sales of similar technology
- Knowledge of high voltage testing of electrical power assets (transformers, motors, generators, switchgear, cables, etc.), especially in partial discharge
- Value selling skills, understanding customer financial calculations and project justifications
- 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 (Hungarian, English, other languages of advantage)
- 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 KPI's

Benefits:

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

Megger[®]

sales

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 standout.
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

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