

# Technical Sales Engineer (m/w/d)

## Software Solutions for Power Utilities

Location: Germany (preferably close to Munich)

### Your Tasks:

- Responsible for evaluating and winning opportunities of software including Asset Performance Management, Enterprise Asset Management, and other software tools for Power Utilities in the "DACH" region
- Tender evaluations (legal, financial, technical, etc.), price negotiations, offer submissions, and other ad-hoc tasks to support customers and sales growth
- Support solution and product, configuration, implementation, testing and documentation
- Assist and support in the planning and implementation of project management
- Working closely with the product development teams, outside sales, and product management
- Actively track and coordinate Megger sales within IPS Solutions..

### Your Profile:

- BSc degree in Engineering or equivalent experience
- Passion for Digitalization, Energy Transition, and trends that drive the rapidly changing power utility industry
- 5 or more years experience working in or with German power utilities (TSOs / DSOs) in an innovation or asset management capacity, or in a sales capacity of such applications
- Knowledge of electrical power assets (transformers, motors, generators, switchgear, cables, etc.)
- Software savvy, including understanding of asset management and enterprise management tools
- Strong social skills and enjoy winning projects through collaboration
- Good Communication and active listening skill with the ability to communicate at all levels within an organization and across cultures
- Native level of spoken and written German language
- Fluent spoken and written English 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 KPI's

### Benefits:

- Excellent training and development opportunities
- Competitive salary
- Flexible working hours

**Megger**<sup>®</sup>

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](http://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](mailto:personal@megger.com)

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