

Sales and Application Engineer (m/w/d) Substation Test, CEE

Location: EU (depending on location: local Megger office or home office)

Your Tasks:

- Responsible for driving sales of substation testing products (in particular: power transformer testing, relay testing, circuit breaker testing, battery testing, among others) for the CEE Region (AL, BG, BIH, CZ, HR, HU, ME, MK, PL, RS, SI, SK, XK, RO) through cooperation with regional and area sales managers
- Technical value selling, pre-sales specifying, product demonstrations (live & virtual), price negotiations, tender submissions
- Sales strategy & activity planning, forecasting, reporting, opportunity management
- International travel approx. 50%: customer visits, internal meetings, customer training, attending/presenting at seminars and trade fairs
- Commercial and technical support
- Feedback and continuous cooperation and improvement of product features together with product management at Megger sites
- Other ad-hoc tasks to support sales and customers

Your Profile:

- BSc degree in Engineering or equivalent experience
- Knowledge of technology in electrical power industry
- 3 or more years experience with testing and measurements in power systems or technical sales
- 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
- Good presentation and language skills (English and one CEE 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

Benefits:

- Training and development opportunities
- Attractive incentive plan
- Company car
- Flexible working hours

Megger[®]



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: Ondrej.Svoboda@megger.com