



Presales Manager | UAN – 366368

Department: Presales / Sales

Location: Office / MVG, Inc (Warminster, PA)

Type: Full-time

About the Role

As Presales Manager at MVG, you will lead the development of accurate, compelling technical and commercial proposals for EMC/RF and antenna measurement solutions. This role is critical to ensuring timely, high-quality offers that meet customer requirements while aligning with engineering, operations, and sales processes. It is ideal for a technically strong, customer-focused professional with experience in presales, bid management, engineering, or project/product management in complex technical environments.

About MVG

MVG – Microwave Vision Group – is the global leader in electromagnetic field measurement solutions. With 400+ employees, offices across 4 continents, and over 25 years of consecutive growth, we help the world's most innovative companies test, validate, and push the boundaries of wireless technology. Our mission: Testing Connectivity for a Wireless World.

Join us to shape the future.

Responsibilities

- Lead the end-to-end bid and proposal process, setting deadlines, coordinating contributors, and ensuring all deliverables are completed on time.
- Develop technical proposals, sales materials, and solution costings in response to customer requirements for EMC/RF and antenna testing systems.
- Collaborate with sales, engineering, marketing, and operations teams to define the most suitable technical and commercial solutions.
- Manage client communication during the bid process, addressing questions, clarifying requirements, and maintaining strong stakeholder relationships.
- Ensure proposal materials are accurate, complete, compliant with customer requirements, and aligned with MVG standards.
- Oversee risk assessment for bids, including technical, financial, and legal considerations.
- Implement accurate documentation practices and facilitate smooth post-sales handover to project teams.

Requirements

- Bachelor's degree or higher in an engineering discipline, preferably mechanical, RF, and/or EMC engineering.
- 5+ years of business experience across presales, technical sales, project management, product management, engineering, or shielded/anechoic chamber environments.
- Strong ability to analyze customer needs and translate requirements into technically sound, costed solutions.
- Proven project management skills, with the ability to manage multiple bids, deadlines, and cross-functional contributors simultaneously.
- Excellent written and verbal communication, presentation, and negotiation skills in English.
- High attention to detail, strong quality focus, and ability to perform effectively under pressure.
- Comfortable working in an international environment and able to travel abroad as required.

Nice to Have

- Knowledge of RF shielding, EMC test systems, and/or antenna measurement techniques.
- Experience managing large, complex technical proposals or bids.
- Background with shielded and anechoic chambers for EMC and/or antenna testing.
- Experience collaborating with multicultural, international engineering and commercial teams.

How to Apply

Send your CV and a short cover note to careers@mvg-world.com with the subject line: 366368 - Presales Manager. We review applications on a rolling basis and aim to respond within two weeks. We look forward to hearing from you!

MVG - Testing Connectivity for a Wireless World

Special note: This role may require eligibility for access to classified or sensitive information under applicable national security laws. Possession of an active clearance is not required, and the company may conduct necessary background checks or request supporting documentation in compliance with applicable laws and regulations.