



Regional Sales Manager | UAN – 7FA204

Department: Sales

Location: Office / MVG India (Secunderabad)

Type: Full-time

About the Role

As Regional Sales Manager, you will lead solution sales for MVG's antenna measurement systems across India, reporting to the APAC Sales Director. This role sits at the intersection of advanced RF/microwave technology and complex B2B sales, helping customers in aerospace and defense, telecommunications, automotive, and academia solve demanding antenna, radome, RCS, and EMC testing challenges. It is ideal for a technically strong sales professional—or an RF/microwave engineer with a strong drive to develop in sales—who enjoys customer engagement, international collaboration, and high-value technical solutions.

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

- Develop and maintain strong relationships with customers across India, understanding their technical, commercial, and project requirements.
- Define optimum solutions in collaboration with systems engineering, project management, and sales colleagues to address complex antenna measurement and RF testing needs.
- Manage customer requirements, prepare price quotations, and support the development of technical proposals.
- Lead commercial negotiations on price, terms, and conditions to close sales and meet regional targets.
- Ensure high-quality after-sales support coordination and clear communication between customers and project teams.
- Drive accurate sales forecasting, activity prioritization, and pipeline management in alignment with sales objectives.
- Collaborate with marketing and product management by attending trade shows, conferences, and feeding back emerging test and measurement needs.

Requirements

- BSc in Electrical Engineering or a similar technical field.
- 3–5 years of experience with microwave antennas, RF systems, and/or RF instrumentation preferred.
- Strong RF/microwave engineering skills and the ability to understand complex antenna measurement, RCS, EMC, and instrumentation solutions.
- Proven track record in complex B2B solutions sales, or a solid technical background with strong motivation to grow into a sales-focused role.
- Excellent interpersonal skills with the ability to quickly build credibility and long-term customer relationships.
- Excellent English verbal and written communication skills.
- Availability to travel frequently within India and 2–3 times per year internationally for internal conferences and training.

Nice to Have

- MSc in Electrical Engineering or a related technical discipline.
- Experience selling or supporting high-value test and measurement systems in aerospace and defense, telecommunications, automotive, or academia.
- Familiarity with antenna, radome, RCS, EMC, anechoic chamber, or microwave measurement environments.
- Located in or willing to be based near Hyderabad or Bangalore.

How to Apply

For questions or more information, contact Joseph Moore at joseph.moore@mvg-world.com. Send your CV and a short cover note to careers@mvg-world.com with the subject line: 7FA204 - Regional Sales 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.