



# Regional Sales Manager

# Job Description

## Regional Sales Manager

The Microwave Vision Group (MVG) offers cutting-edge technologies for the visualization of electromagnetic waves. Enhancing the speed and accuracy of wireless connectivity testing, as well as the performance and reliability of anechoic and EMC technologies, our systems are integral to meeting the testing challenges of a fully connected world.

The Group employs nearly 450 people and operates from 12 subsidiaries around the world to deliver to the most prestigious customers in the Defense (Lockhead-Martin, DRDO, Rafael...) , Telecom (Huawei, Samsung, Nokia, Sony...), Aeronautics (Thales, Boeing,...), Space (NASA, Space X, Amazon.. ) and Automotive (BMW, Peugeot, Renault,...) sectors.

Its turnover exceeds €100 million and is divided between Asia, the United States and Europe with continuous growth for many years.

MVG is a growing group looking for talent to continue its history.

### **Position description**

Reporting to the APAC Sales Director, you will be in charge of solutions sales for MVG's antenna measurement systems in India.

You liaise regularly with other members of the sales team and colleagues from other departments, such as systems engineering and project management in order to define the optimum solution for the customer. The work is highly technical and requires interest and aptitude in guiding customers across a broad range of engineering disciplines, from building-related topics and precision mechanics to antennas, electromagnetics and instrumentation.

This position will place you at the forefront of Antennas/Radom/RCS/EMC testing technology, working with leading customers across multiple sectors, including Aerospace and defense, Telecommunication, Automotive, and Academia. You will have the opportunity to grow your technical competence and develop your sales career within antenna and microwave test and measurement technologies in a dynamic and international environment.

### **Location**

India (preferably in Hyderabad or Bangalore) .

### **Job Duties**

- Establish and maintain relationships with customers.
- Manage and interpret customer requirements.
- Closely cooperate with colleagues preparing technical proposals.
- Prepare price quotations.
- Negotiate price, terms and conditions to close sales.
- Offer after-sales support services.
- Provide sales forecasts in alignment with sales targets.
- Prioritize activities, ensuring that sales targets are met.
- Support marketing by attending trade shows, conferences and other marketing events.
- Maintain knowledge of the products and services in our portfolio.
- Feedback new and emerging test and measurement needs to product management.
- Ensure good communication between project teams and customers.

### **Requirements**

- BSc in Electrical Engineering or similar field (MSc preferred)
- 3-5 years' experience with microwave antennas, RF systems and/or RF instrumentation preferred.
- RF / microwave engineering skills

- A proven track record in complex B2B solutions sales is desired. A solid technical background and a strong interest in developing in the sales direction will however also be considered.
- Interpersonal skills with ability to quickly build relationships with customers.
- Excellent English verbal and written communication skills.
- Availability for frequently travel within India and 2-3 times out of India (Internal conference, Training).
- Flexibility and adaptability to rapidly adjust tasks and priorities, according to customer needs.
- Capability and self-motivation to rapidly assimilate information, expand knowledge base, and develop core competencies.
- Self-driven, seeking to assume responsibility and follow through tasks to completion.

**For questions or more information, contact:**

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