



Regional Sales Manager – India

Department: Sales / APAC | Location: India, preferably Hyderabad or Bangalore | Type: [NOT FOUND — please provide]

About the Role

We're looking for a Regional Sales Manager – India to support MVG's antenna measurement systems sales across the Indian market. Reporting to the APAC Sales Director, you will work closely with customers and internal technical teams to define the best solutions for complex antenna, radome, RCS, and EMC testing needs. This is a great opportunity for a technically minded sales professional who wants to grow within antenna and microwave test and measurement technologies in a dynamic, international environment.

About MVG

[→ Keep this section consistent across ALL positions.]

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

Establish and maintain strong relationships with customers across India.

Manage and interpret customer requirements to define suitable technical and commercial solutions.

Collaborate with sales, systems engineering, project management, and proposal teams to prepare technical proposals and price quotations.

Negotiate pricing, terms, and conditions to close sales opportunities.

Provide after-sales support, ensure clear communication between project teams and customers, and maintain product and service knowledge.

Develop sales forecasts aligned with sales targets and prioritize activities to meet objectives.

Support marketing activities by attending trade shows, conferences, and customer events while feeding emerging test and measurement needs back to product management.

Requirements*

BSc in Electrical Engineering or a similar field.

RF and microwave engineering skills, with interest and aptitude for technical solution sales.

3–5 years of experience with microwave antennas, RF systems, and/or RF instrumentation preferred.

Proven track record in complex B2B solutions sales, or a strong technical background with clear motivation to develop in sales.

Strong interpersonal skills and ability to quickly build relationships with customers.

Excellent verbal and written communication skills in English.

Availability to travel frequently within India and 2–3 times outside India for internal conferences and training.

Flexible, adaptable, self-driven, and able to rapidly assimilate information and follow tasks through to completion.

Nice to Have

MSc in Electrical Engineering or a related field.

Experience selling antenna, radome, RCS, EMC, or microwave test and measurement solutions.

Exposure to customers in aerospace and defense, telecommunications, automotive, or academia.

Ability to guide customers across engineering disciplines including building-related topics, precision mechanics, antennas, electromagnetics, and instrumentation.

How to Apply

Send your CV and a short cover note to careers@mvg-world.com with the subject line: Regional Sales Manager – India – Application. For questions or more information, contact Joseph Moore at joseph.moore@mvg-world.com. We look forward to hearing from you!

**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.*

Testing Connectivity for a Wireless World