



Regional Sales Manager

North America – West

Job Description

Regional Sales Manager - EMC

North America West

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 Telecom (Huawei, Samsung, Sony...), Aeronautics (Thales, Boeing,...), Space (Space X,...) 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 EMC Sales Director, you will be in charge of EMC solutions sales for MVG EMC in North America (West Coast).

You will liaise regularly with the Regional Sales Manager - EMC, North America East, as well as other members of the sales team and colleagues from other departments, such as Pre-Sales and Programs, in order to define the optimum solution for the customer. The work is technical and requires interest and aptitude in guiding customers across a broad range of engineering disciplines, from building-related topics, electromagnetics and instrumentation.

This position will place you at the forefront of EMC technology, working with leading customers across multiple sectors, including test houses, telecommunications, aerospace and defense, automotive, and academia. You will have the opportunity to grow your technical competence and develop your sales career within EMC technologies in a dynamic and international environment.

Location

USA West Coast, home-office based, administered by MVG-AEMI, San Diego, CA.

Job Duties

- Establish and maintain relationships with customers.
- Manage and interpret customer requirements.
- Closely cooperate with colleagues preparing technical proposals for EMC solutions.
- Prepare price quotations.
- Negotiate price, terms and conditions to close sales.
- Offer after-sales support services
- Maintain opportunity information on the CRM (Salesforce)
- 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)
- At least 5 years' experience in the EMC or RF instrumentation industry
- RF / EMC 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.
- Familiarity with Salesforce CRM
- Availability for travel.
- 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.

MVG

Corporate Headquarters

13 rue du Zéphyr
91140 Villejust
France
Tel: +33 (0)1 69 29 02 47
Fax : +33 (0)1 69 29 02 27
www.mvg-world.com