

Role Profile: Regional Business Development Manager – Megger Grid Analytics

Business Unit: Job Family: Department name:		Megger Limited Sales Europe UK & IRE	
Core purpose: Megger Grid Analytics (MGA) is a business segment of Megger that monitors overhead line and cable networks using advanced sensor technology, machine learning, and AI-based software. Power flow data is transmitted to an analytics system via GSM or mesh radio communications for analysis. This provides fast and accurate insights into network performance and potential fault conditions, enabling operators to prevent failures and quickly resolve issues.			
Role summary: The Business Development Manager role is accountable for driving sales and business expansion of MGA products in the region. There will be a strong collaboration with regional sales teams and the MGA technical centre of competence. The role is responsible for key account development plans which drive commercial opportunities while also keeping close to successful conclusion of existing projects.			
Reports to	Sandy Woodley – General Manager Sakes UK & Ireland	Number of direct reports for role	0
Primary objectives <ul style="list-style-type: none">• Driving sales and business expansion of MGA products within the region.• Implementation of key account development plans driving commercial opportunities.• Building and maintaining relationships with key stakeholders at the account and supporting consulting people/organisations.			Customers Internal: Sales, TSG, CX, Service, Marketing teams External: End users, wholesalers, and distribution partners.

Main Responsibilities		
Key Result Area	Specific Activities	Measure
Business Growth	<ul style="list-style-type: none"> • Drive sales and business expansion of MGA products in the region. • Within the company network you will guide and support communication campaigns with the marketing team, ensuring successful order/revenue performance in the region. • Develop market to desired volumes and market share with the emphasis being on long term sustainable growth. 	Sales revenue targets achieved
Extraordinary customer service	<ul style="list-style-type: none"> • Build and maintain relationships with key decision makers on the client's side up to C suite level. • Keep close to and be able to support customer field engineers involved in MGA sensor deployment. • CRM system (C4C) management to ensure accurate customer information and service. 	CRM database reports Sales revenue targets achieved
Building technical expertise	<ul style="list-style-type: none"> • Develop product/application/segment knowledge. • Develop close understanding of regulatory drivers that influence major DNO's investment strategy in the region. • Participate in conferences, seminars, and Exhibitions 	Training and demonstration attendance
Sustaining high performing teams	<ul style="list-style-type: none"> • Contribute to department and broader teams success by sharing successes, attending, and contributing to sales meetings, team briefs and opportunity reviews. • Ensure departmental monthly reports submitted on time, site risk assessments submitted, expenses and other administrative tasks are completed on time. • Undertake ad hoc duties for team and other teams as necessary and required. • Promote and live the Megger shared values. 	Performance reviews

Experience, Skills & Knowledge required to be successful in role	
Technical Skills/Knowledge/Qualifications	Soft Skills
<ul style="list-style-type: none"> • BSc. in electrical engineering with additional field experience in network operations. • High familiarity with electrical power grid operation and associated challenges. • Minimum of 10 years of experience in the electrical power field, including 5 years in a significant sales role. • Proven track record of achieving solution sales wins. • Ability to handle multiple projects and customers simultaneously. • Demonstrable ability to grow a business and drive mutually beneficial outcomes. • Proactive and keen to stay updated with industry changes in grid operations 	<ul style="list-style-type: none"> • Enthusiastic, flexible, and self-guided / motivated, results focused, • Well presented with excellent communication skills, fluent in German and English. • Practical experience in the electrical contract / wholesale distribution sector • Experience of working with domestic, commercial, and industrial installations. • Commercially astute • Confident presentation and product demonstration skills. • Client-driven with customer facing skills. • Must hold a UK driving license • Experience of technical sales an advantage.

Job Level	x Individual contributor <input type="checkbox"/> Leader of People/Senior Level Individual contributor <input type="checkbox"/> Leader of Leaders
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Shared Values
<p>Caring</p> <p>Putting the customer first with a 'can do' approach and fully understanding their needs and challenges. Actively develop close, mutually beneficial, working relationships with colleagues.</p> <p>Captivating</p> <p>Help solve colleague and customer problems by doing something different, by thinking unconventionally. Display a strong work ethic and show the customer why Megger is a trusted supplier.</p> <p>Consistent</p> <p>Bring a positive attitude to work and take pride in your job. Welcome problem solving and shared learning whilst maintaining high standards of work in the team.</p> <p>Creative</p> <p>Be prepared to solve and work out options within the team, think positively about new approaches or alternative ways to solve any problems. Actively seek out opportunities for improvement and feed these back into the business.</p> <p>Confident</p> <p>Seek knowledge, ask questions and support others. 'Walk the talk', be passionate and provide our customers with reasons to believe in Megger's products</p>

Benefits

- Excellent training and development opportunities
- Private Healthcare package
- Career development in a growing multinational company
- Life Assurance Scheme
- Company car
- Contributory Salary Exchange Pension Scheme
- Incentive Scheme – 30% of salary for on target performance
- Home office equipment
- 33 days annual leave (inc UK bank holidays)
- Day off for your birthday
- Flexible working
- Early finish on Fridays
- Seasonal Travel Ticket Loan Scheme
- Discounted football membership - Dover Athletic FC
- Free parking on site in the designated parking bays.
- Access to YourMegger a health and benefits portal offering a number of discounts for colleagues including a Cycle to Work Scheme and Electric/hybrid car buying scheme
- Eyecare vouchers
- Free flu vaccinations