



Skytz Consulting

Business Development Manager Monitoring Solutions or Grid Analytics (m/f/x)

- Company: Midsized manufacturer of electrical test equipment
- Location: Remote Western Europe, preferable Western Germany or South-East England
- Job type: Full time (40 h week)

Our client is looking for two Business Development Managers (m/f/x) who will drive sales and business expansion for our client's advanced sensor technology and monitoring solutions across Western Europe. The successful candidates will collaborate with sales teams, product management, and technical experts to ensure strategic growth in monitoring systems.

Tasks

- Develop and implement sales strategies for partial discharge testing, online monitoring systems, and Smart Grid solutions.
- Foster direct customer relationships, lead product demonstrations, and attend trade fairs.
- Collaborate with marketing teams to create customer-specific case studies and campaigns.
- Manage long sales cycles with a focus on customer support, forecasting, price negotiation, and opportunity management.
- Lead the successful conclusion of customer field trials, scaling solutions to improve grid resilience and performance.

Profile

- B.Sc./M.Sc. in Electrical Engineering or related field
- Knowledge of the protection technology of energy suppliers
- Experience with high- or medium voltage testing, grid performance analytics, and solution sales
- Relevant work experience (minimum 4 years) in a similar position
- Quick learning aptitude, high motivation, resilience
- Fluent in English, preferable good in German, any further EU-Language is advantageous
- Ability to travel up to 50% in Western Europe

The successful candidate has worked in an international industrial enterprise, an electricity provider or a major municipal utility.

Our client's offer

- Very good salary package
- Excellent training and career development opportunities
- Regular social events
- Possibility to work from home office
- Flexible working hours

If you have any question or you think, you are the right candidate, please contact **Philipp Hoffschroer** including your CV under the reference number #002/13 (Tel.: +1 307-429-0181, applications@skytz-consulting.com). Further documents will be asked after the first telephone interview.

**APPLY
NOW**