



Market Development Manager – Europe / Flexible location in Germany

WHY JOIN IMCORP

IMCORP is an award-winning, multi-faceted company based in the United States. We offer excellent international career opportunities as we expand our European operations. Our unique, leading-edge cable diagnostic technology delivers precise and cost-effective reliability solutions that maximize our customers' success. We seek talented and dedicated people who want to join an exciting, profitable, high-growth company with a strong financial foundation. If your ideal is to work at a place where people listen to your ideas, respond quickly and work together to achieve the highest standards, IMCORP is for you. Join us, and be part of a creative team that is revolutionizing the energy industry. Your work will build a robust future for diverse customers, environments and communities.

Awards

Top 34 Fastest-Growing U.S. Engineering Firms 7 years in a row – Inc. Magazine

Best Places to Work award 3 years in a row

Compensation and Benefits

Competitive remuneration package, with laptop, mobile phone and company car

Telecommuting per IMCORP's FlexPlace policy

POSITION OVERVIEW

You will have primary responsibility for the expansion of our European operations, with the ability to grow and shape our business in different regions of Europe. You will report directly to the President/Chief Operating Officer. This is an outstanding opportunity for you to apply your entrepreneurial talents, creativity and vision to build a strategically important business unit.

This position is based in Germany. The exact location in Germany is flexible if it meets business needs.

REQUIREMENTS

- At least ten years related experience in the development of technology-based markets
- Bachelor's degree or equivalent in business, engineering or related area
- Knowledge of European industrial markets
- Strong international marketing and sales skills
- Demonstrated sales/business development success in European industrial markets
- Technical sales ability/Passion for transformative technology
- Self-directed and able to work independently
- Excellent organizational, coordination and administrative skills
- Proficient in Microsoft Office applications (Word, PowerPoint, Excel and Outlook)
- Ability to learn and use CRM (customer relationship management) tools
- Ability to track and report operating financial information
- Superior verbal/written communications skills
- German and English fluency
- French and/or Spanish fluency preferred
- Knowledge of cable distribution networks preferred

- Able to travel up to 50% of the time, 3 days per week, within Europe (home on weekends - based on work requirements) / Occasional travel to United States

RESPONSIBILITIES

- Qualify leads and inquiries
- Build and manage sales pipeline
- Formulate proposals
- Generate sales
- Present and sell company service opportunities to current and potential clients
- Win and develop new customers/partners
- Retain and grow sales for existing customers
- Ensure sales/business development targets and objectives are met
- Support European market activities in marketing communications, market research, website management, social media and event /tradeshaw participation
- Plan and administer service delivery
- Ensure service delivery quality
- Report business unit financial results
- Use NetSuite CRM tools

TO APPLY

Please send C.V. and salary expectations to marcia.guzy@imcorp.com

ABOUT IMCORP

IMCORP is the technology leader in underground power cable reliability. Our diagnostic technology locates existing cable system defects and determines future cable reliability. This performance-driven solution provides the most effective and efficient means to determine the reliability of new or aged cable systems. IMCORP is the sole provider of the [Factory Grade®](#) assessment, which brings over 40 years of manufacturers' reliability standards to installed cable systems. IMCORP solutions have enabled rapid growth across industries around the world. From single phase 5kV to 500kV, IMCORP is setting the standard in power cable reliability.

IMCORP is an equal opportunity employer and considers qualified applicants for employment without regard to race, color, creed, religion, national origin, sex, sexual orientation, gender identity or expression, age, disability, genetics, or veteran status. IMCORP is also committed to compliance with all fair employment practices regarding citizenship and immigration status.

Visit us at www.imcorp.com