

[Job Opening]

With its innovative hardware and software products, **Roboception GmbH**, based in Munich-Pasing, is a pioneer in 3D sensor technology: We give the robots eyes – and hence deliver key elements of our customer's most forward-looking automation solutions.

In order to strengthen our Marketing and Sales activities, we are looking for

a **Technical Sales Manager** (d/f/m), full-time

In close collaboration with Management, Product Owners, Sales, Technical Support and Marketing, you will:

- Be the primary point of contact for our customer's engineering teams during the proposal/ decision-making phase, and ensure a successful commissioning (on-site if needed) and documentation
- Support the sales activities with your technical expertise, during business development, proposal preparation, follow-up
- Develop practicable solutions based on our product portfolio, and define customer-specific development work where it is needed
- Identify and specify new products/ solutions and improvements based on customer requirements/ feedback ('voice of the customer') and market demand; in close collaboration with product owners both internally and externally
- Execute technical training sessions online and on-site

What we are looking for:

- Enthusiasm for forward-looking applications in robotics/ automation
- A degree (Bachelor/ Diplom/ Master) in engineering/ IT (or similar) as well as experience in sales for innovative products that require explanation; with experience in robotics/ automation being a plus
- Customer-orientation and the ability to quickly assess problems and demonstrate solutions in a convincing manner
- Willingness to travel (initially with a focus on South Germany, Austria, Switzerland, potentially increasing international/ intercontinental travel in the medium term)
- Very good knowledge of both German and English language (written and spoken; efficient customer interactions required in both languages)
- Familiarity with MS Office and experience with CRM systems
- Independent and reliable way of working and a high motivation to advance innovative automation solutions in a daily exchange with our customers

You are interested to help develop our company, and to grow with us? Then please send your application documents including a cover letter (in English) as well as your salary expectations to info@roboception.de.