

Sales Manager international (m/w/d)

Are you interested in working in a young, innovative, and dynamic robotics company? Are you enthusiastic to support a fast-growing organization? This might be the perfect opportunity for you. We are looking for an experienced **Sales Manager international** (100%) for the further development of global sales of our **P-Rob within the scope of industrial applications**.

ABOUT F&P ROBOTICS

F&P Robotics AG is a pioneer in the field of human-robot interaction with 50 employees. We develop and build interactive, collaborative robots for industrial, hospitality and care applications. **P-Rob is the newest generation robot which can be used to automate a variety of tasks in several industrial environments**. We offer complete robotic solutions, for which we develop both hardware and software and adopt modern technologies in the fields of robotics, artificial intelligence, software development and machine learning.

YOUR TASKS & RESPONSIBILITIES

- You will support our CSO in establishing and growing a network of sales and business partners such as distributors, OEM partners, etc.
- Build-up a network, negotiate and close significant deals with key accounts and sales partners in several industries
- Call on potential customers, develop business opportunities and lead the process including a successful closure
- Participate in key industry events to network, promote our brand and to develop key relationships and leads
- Work closely with engineering and product management to accommodate clients needs
- You will travel about 50% of the time mainly within Europe, on the long term also globally

YOUR QUALIFICATIONS & EXPERIENCE

- About 5+ years of experience and a demonstrated track record in international sales and business development (key accounts, sales growth) in Europe, preferably also in North America and Asia
- Experience in the high tech equipment business (B2B)
- Higher education (HTL, Technikerschule etc.) in engineering or other relevant discipline
- Strong interpersonal skills, business acumen, sound business judgment and capabilities to effectively communicate with a diverse range of international individuals and teams
- You are fluent in both English and German, any other language is an asset

F&P Robotics AG

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OUR OFFER

- We offer you an entrepreneurial position with personal responsibility in a fast growing company
- Innovative, dynamic working culture with joint targets on Group level
- Fair salary package with an interesting variable component based on sales results as well as the option to participate in the employee stock option plan of the company

Please send your complete application in English, including CV, motivation letter and references, to

F&P Robotics AG

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