

SALES & KEY ACCOUNT MANAGER (M/W) FOR EASY PROGRAMMING OF INDUSTRIAL ROBOTS

Use robots as easy as smartphones

drag&bot is a robotics spin-off of the Fraunhofer Institute for Production Engineering and Automation (IPA) in Stuttgart. We develop innovative software for the intuitive operation of robots. We strongly believe that factories worldwide need to automate their manufacturing processes themselves (not depending on 3rd parties) to make industrial robot automation cheaper, faster and more flexible. Therefore we build a software platform so everyone can operate any robot cell. [Watch Video](#)

What we expect from you

- Intrinsic motivation for software & robotics and a strong customer orientation and perseverance
- Several years of experience in B2B sales, key account management and new customer acquisition
- Necessary technical understanding of complex, technical products and services
- Strong resilience in difficult situations and the ability to adapt in an dynamic, young tech company
- independent, reliable, team-player

What we can offer you

- Great opportunity to gain experience in a highly dynamic start-up environment
- Exciting tasks with a lot of responsibility from day one
- Competitive salary and promotion opportunities
- Positive, open & interdisciplinary team with flat hierarchies and quick decisions
- Café flat-rate and regular team events

LETS MAKE ROBOTS SIMPLE

jobs@dragandbot.com

This is a permanent position - no freelancers are currently considered. Please carefully read the job description - there is no need to call.

Please send the matching CVs to the relevant job advertisement. We are happy to review anonymized CVs - we will get back to you if the CV is interesting. If not then please do not expect an answer. Please only send CVs which match the job description. If a job is not posted here, then there is no need to send a CV. If you are not a headhunter and happen to read this, but rather look for a job: we are happy to receive your call and we will for sure provide feedback on your application :-)