

## Sales Manager (m/f/d) Fulltime

EyeLogic is a spin-off from the Free University in Berlin and specialized in high-speed image processing, especially for biometrical applications. Our engineers have more than fifteen years of experience in developing and manufacturing eye and gaze tracking devices as well as software platforms for various academic and applied applications. We focus on providing compact, high quality and high-performance eye tracking solutions for behavioral research, like, but not limited to, psychology, linguistics, neuro- and cognitive sciences as well as market research.

For our team at the location in Berlin/Friedrichshain-Kreuzberg, we are looking for a **sales manager**.

Your tasks:

- Identify the greatest potential for our technology, understand and structure the related markets and define appropriate sales strategies
- Actively develop sales opportunities in prioritized markets - from lead generation to closing sales orders
- Therefore, find the right clients and customers, address their needs and talk to the right people at all levels of the organization
- Close deals with multiplication effects as well as "strategic deals"
- Take over responsibility for certain key accounts
- Document all opportunities in our CRM and use this tool to identify new interesting application fields
- Work closely together with our technical R&D teams on existing and new products

Our offer:

- Attractive and flexible working conditions
- The opportunity to contribute creative ideas and help shape work processes
- A motivated, open-minded and cordial team
- Open door policy and flat hierarchies
- Flexible working hours

Expected qualifications:

- You have a master's degree, preferably in Business Administration, or an engineering background or comparable
- 3 years + experience in driving sales in a fast-developing technological environment
- You are able to understand and convincingly explain a complex product like our LogicOne in depth and are able to identify the added value of our products for our customers
- You are used to analyze complex market environments and to understand the dynamics and key players throughout the value chain
- With this know-how, you are able to prioritize business opportunities and to draw efficient sales strategies
- You have a feeling for business models and business cases and have an entrepreneurial spirit
- You are result driven - at the end you are the person that finalizes the deals
- You have very good communication skills in English (verbal, written), additional languages are beneficial
- You have professional business development experience of a technical product that has led to proven sales results
- You have a proven track of creating business out of products and leads
- Proficient knowledge of Microsoft Office suite
- Neuroscience or biosensor knowledge/ experience a big plus

Start: immediately

Be AWARE that during the first 3 months of onboarding you should expect that a part of the training will take place at the EyeLogic HQ in Berlin (Friedrichshain-Kreuzberg), Germany.

We look forward to receiving your complete application documents. Please send the documents (German or English) via email to Matthias Nieser, [jobs@eyelogicsolutions.com](mailto:jobs@eyelogicsolutions.com)