

We are looking for a

## TECHNICAL SALES MANAGER (M/F/D)

Ever taken part in a revolution? R3 shakes up 21<sup>st</sup> century industry with EchoRing, the world's first real-time, high-reliability industrial wireless network – conquering factories worldwide before 5G enters the market!

We are currently searching for a full-time Technical Sales Manager (m/f/d) to join our expanding team.

### WHAT TO EXPECT?

- Join an international 35-person team on the cutting edge of wireless
- An active role in EchoRing's technology and business development (including a virtual stock option program)
- A modern, high-tech workplace in Berlin's Charlottenburg neighborhood
- Flexible working hours, home office options and 30 paid vacation days per year
- Fresh fruit and drinks, regular team events, employee benefits (bi-weekly massage, Urban Sports Club membership) and a state-of-the-art coffee machine we've all become slightly obsessed with

### RESPONSIBILITIES

We are looking for a sales all-rounder experienced in the following areas:

- Supporting potential and existing clients along the entire sales pipeline - from acquiring contacts to presenting products onsite to negotiating contracts
- Account management and ongoing client support
- Presenting EchoRing at trade fairs and conventions
- Developing a comprehensive R3 sales plan including researching key target groups and conducting market forecasts

### EXPERIENCE

- Successfully completed a degree or apprenticeship in a relevant technical field (computer science, automation technology, electrical engineering, etc.)
- 3-5 years of professional experience in technical sales and account management
- Familiar with the automation industry and possess high technical literacy
- Keen social, negotiation and presentation skills, as well as strong initiative and a willingness to travel
- Native-level German and fluency in spoken and written English
- Familiar with common MS Office programs (Word, Excel, PowerPoint, etc.)
- Experience with Customer Relationship Management (CRM) systems

If you are interested or have further questions about this position, please contact [Mathias Bohge](mailto:Mathias.Bohge@r3coms.com) at [hr@r3coms.com](mailto:hr@r3coms.com).