



## Market Manager

Full-Time (f/m/d)

Take off as an #ocuNaut and become part of our rising team.

### ABOUT OCULAVIS

With us, you can do more than just a job. We are proud to be one of the leading B2B scale-ups in Europe which has created sustainable added value for over 200 customers since 2016. But it is by far not all – with our multiple award-winning software solution, we prevent business trips of thousands of technicians worldwide and thus contribute to climate protection!

Our cutting-edge technologies, mobile apps, mixed reality, and AI algorithms are revolutionizing the way manufacturing companies can share their technical expertise anytime without the need to travel. Our technologies increase productivity, help to avoid unnecessary travel costs, and reduce overall carbon footprint.

You work in a committed team that meets new challenges and celebrates success altogether. You will be also given a great deal of responsibility and will be able to make a significant contribution to the company's success.

Leverage your career at oculavis and help us fulfill our mission! Become the next #ocuNaut!



## YOUR IMPACT

- You will be responsible for setting up a lead nurturing strategy with the aim of identifying existing and new leads, enriching them, and passing them on to sales in a pre-qualified form.
- You will design and implement concepts for various online channels, such as landing pages for the website, content for newsletters or follow-up campaigns for trade fair contacts.
- You will support the further development of the user journey to acquire new prospects via our website.
- You will make phone calls to potential new customers and get them excited about our Smart Service & Connected Worker platform oculavis SHARE.
- You will build up contacts with potential customers and create the foundation for long-term and trusting customer relationships.
- You will observe our market competitors, collect feedback from potential customers and pass this on to sales and product management.

## YOUR SKILLS

- You have a degree in mechanical engineering, business administration or a comparable degree.
- You have proven experience in building customer journeys, lead qualification, nurturing and scoring in a B2B environment.
- You have a strong technical understanding of service processes in mechanical engineering and production processes in industry as well as a high level of customer orientation.
- You have fluent written and spoken English skills.

## YOUR WORKPLACE

- You will be equipped with high-performance hardware (MacBook or Windows laptop, company cell phone iOS or Android).
- You will have access to modern software tools such as Confluence, MS Office and our ERP system Odoo.

## YOUR WIN

### Work with us

30 vacation days, individual and flexible working hours, remote work, subsidy for the Deutschland-Ticket and company pension plan.

Close cooperation with the founders and a mentor's support during the first weeks of work.

### Our Culture

International team from 15+ nationalities with flat hierarchy and fast decision-making processes. We are on a first-name basis and appreciate mutual feedback.

### After Work Activities

After work, we get together to discuss books, play board games, bowling, table soccer or darts.

### Team Events

Our summer & winter parties as well as regular BBQ events on our roof terrace are awaiting you.

### Stay healthy

Keep your energy levels high with healthy snacks and weekly back & neck hacks.



**Andrea Gliesing**

Human Resources

**Interested?**

Please send us your complete application by e-mail to:  
[jobs@oculavis.de](mailto:jobs@oculavis.de)

We are looking forward to meeting you!

