



## Sales Representative

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 identify potential customers and continuously generate new leads (e.g. via social media, cold calling or at trade fairs).
- You will qualify new leads independently during telephone calls, online meetings and on-site appointments.
- You convince and inspire new leads for our Smart Service & Connected Worker platform oculavis SHARE and you are the trusted advisor for potential customers.
- You acquire new customers and guide them from the initial meeting to the successful closing of the contract.
- You support sales management in the continuous improvement of sales processes.
- You will work closely with the sales team, marketing and product management and share feedback from the market.

## YOUR SKILLS

- You have completed a technical or business degree or comparable education.
- Ideally, you already have experience in selling complex software products / SaaS solutions.
- You are a strong communicator (verbal and written) and can win people for yourself.
- You have a professional and convincing personality and are able to maintain a clear overview even in busy periods.
- You are proactive, motivated and goal-oriented and enjoy working with customers/ customer acquisition.
- You have good resilience, do not lose focus and are not afraid to pick up the phone.
- You are confident in German and English.

## YOUR WORKPLACE

- You work with the standard MS Office applications.
- You use our CRM system Odoo.
- You will be equipped with high-performance hardware.

## 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!

