

Inside Sales Manager (part-time possible)

We are looking for an Inside Sales Manager to strengthen our team in Karlsruhe for the sales activities across Central Europe. Assist and support our customers from the first proof-of-value to the regular renewal and extension of the software solution we provide.

About Us

In pursuit of our mission to revolutionize manufacturing, we transform data into knowledge.

We are an international data science company, specialized in self-learning systems and AI, for data analysis and state prediction in complex systems.

Founded in 2011 originating from the Karlsruhe Institute of Technology (KIT), we deal with the development and implementation of AI solutions from embedded devices to cloud applications at our location in Karlsruhe. Our strength lies in the development and application of tailor-made algorithms for processing sensor and machine data (Industry 4.0).

We always focus on resource-efficient development and seamless integration into existing control and monitoring software. Our successes can be found in a wide range of industries, from medical technology and aviation to building technology and energy supply to means of transport and, last but not least, mechanical engineering. Our customers range from micro-enterprises to large international industrial groups.

What can you expect?

We offer you a diversified collaboration within exciting, international projects in an ambitious and fast-growing company offering a modern working environment as well as all the benefits of a successful company including the possibility of employee participation in the company's success.

Your Key Responsibilities:

- Coordination and management of customer meetings in cooperation with Sales & Marketing
- Participation and support at trade fairs and exhibitions
- Administration and organization of customer meetings - and data in the CRM system
- Management of existing customers and coordination of follow-up contracts
- Coordination and organization of web meetings with new and established customers
- Presentation of our product portfolio and its new features to new and existing customers (remote)
- Coordination of technical clarification in the offer process and preparation of technically oriented offers



What do we expect?

- Completed studies in business administration or studies with a comparable focus
- Technical affinity and interest in AI-based algorithms and software products and their application areas in the B2B sector
- Strong communication skills and teamwork
- Structured and solution-oriented working style
- Strong analytical skills and willingness to learn
- Ability to explain complex and/or abstract issues and contexts in a way that is understandable to general public
- Personal responsibility and reliability
- Flexibility and ability to work under pressure in a dynamic day-to-day business
- Very good verbal and written communication skills in German and English
- First experience in sales of cloud software and/or software development services

Your Benefits!

- Interesting and varied tasks, both in the implementation of industrial solutions and in exciting research topics
- Opportunity to actively participate in technically complex projects
- Scope for creativity in the defined area of responsibility
- Flat hierarchies and interdepartmental cooperation at eye level
- Development opportunities through independent work
- Diverse networking opportunities
- Attractive modern workplace in a growing company with very good transport connections in Karlsruhe
- Modern working environment with the possibility to flexibly switch between home office and office presence
- Team events and team building as well as free drinks in the office: coffee, water, tea

Application

We look forward to receiving your application via email at: career@knowtion.de

Please send your application directly to the managing directors:

Dr. Frederik Beutler, Vesa Klumpp and Dr. Thomas Kopfstedt

If you have any further questions, feel free to contact us by phone at: +49 721 486 995-10

