

Business Developer

Want to make a difference in a high-tech, international, fast-growing company?

The job

As a business developer at Fizyr, you will establish contact with important decision makers, including engineers, technical heads, business managers, and CXOs, in the automation and material handling industry. You will make use of multiple communication channels (e.g., social media, email, etc.) to engage in conversations with these decision makers and, upon initial contact, you will need to understand their specific needs, inform them timely and properly, and manage their expectations, along with our sales process. You will be proactively reaching out to prospects to ensure frequent communication and help them in the overall journey of building solutions using the Fizyr vision product. During this process, you will learn about technical elements of software and automation solutions built by our client. As part of this role, you will also work closely with the marketing team to help them develop, maintain, and publish marketing content (text, images, and videos), as well as perform desk research about markets, clients, and competition.

Key Tasks:

- Actively reach out to prospects through different channels like LinkedIn, email, etc.
- Engage in video, phone, and written conversations with interested prospects to understand the full applicable context of their requirements
- Prepare point of discussion with both internal team and the customer
- Provide prospects with answers and explain company's capabilities
- Manage the sales process and proactively take actions as and when required
- Record relevant information in our CRM system
- Represent company in industry-relevant events
- Actively track market developments and information, update internal documentation, and communicate insights to commercial team
- Working with existing integrators and connecting them with end-users
- Managing relationship with our existing partners

Who are we looking for?

You like working with people from all over the world. You feel at ease communicating in English, both verbally and written. You are an active listener and know how to connect with the audience, help them understand technical and commercial information, as well as guide them to take action. You are determined to take on challenges and do not take “no” for an answer. You thrive in a fast-paced environment and you can balance a high-volume workload without sacrificing creativity. You know when to take a step back and think, and when to just act. You can both take ownership of a task and collaborate within a team to meet deadlines. You have a strong aptitude for working in a high-tech business environment and like to contribute to a fast-growing company to make constant improvements.

Requirements

- Relevant education at BSc/MSc level, in International Business, Management, Supply Chain Management, etc.
- 1-3 years proven sales experience in B2B
- Proven track record in prospecting and reaching targets for new businesses
- Excellent communication skills in English; additional languages are a plus
- Experience in SaaS or technical sales is a plus

About Fizyr

Fizyr designs, builds, installs, and maintains the world’s best vision software product for automated picking and placing in harsh logistics environments. Our deep learning algorithms are used to enable automated handling of unknown objects varying in shape, size, color, material, and stacking, being picked from (conveyed) bulk. Fizyr’s product is applied in production all over the world by leading system integrators and end-users, in online retail, warehousing and parcel services. By equipping robots with our software, we manage to free human workers from repetitive or dangerous tasks and speed up automated processes.

We are a young, fast-growing company recognized for the high quality and capabilities of our algorithms worldwide. What makes Fizyr truly unique is being trusted as a strategic partner and growing successfully bootstrapped for years. To fulfil the growing demands of the logistics industry, we recently secured funding from a respected high-tech venture capital investor. Up to this day, we remain dedicated to creating true value for our partners, so that they can create cutting-edge logistics solutions for their clients.

Our international team of highly skilled experts creates a very exciting, high-tech environment to work in. We have a passion for what we do and challenge each other to deliver high-quality results, without forgetting to enjoy quality time together. Fizyr is also close to the research community and works on applications of state-of-the-art computer vision technology.

The Opportunity

The job allows you to grow personally and further develop yourself along with the growth of the company. Fizyr has a flexible way of working in line with personal choices. Fizyr is a recognized sponsor for regular labor and highly skilled migrants.

The salary for this position strongly depends on your experience. Indication: €38k gross per year, pension plan, travel expenses, training opportunities, etc. As a fast-growing scale-up, Fizyr has an attractive stock option plan.

How to Apply

Candidates interested in this job opening are invited to send their CV and motivation letter to career@fizyr.com.