

Pre-Sales Technical Consultant

Introduction

Fizyr has a challenge coping with the rapid growing interest in our technology from many international integrators. Therefore, we created a new job position representing both our technical and commercial team towards interested clients and all other stakeholders.

Job Description

After initial contacts by our marketing and sales team there is a need to understand the client's specific technical requirements, provide them with the required answers and make them comfortable with our expertise and processes. We inform them timely and properly and manage their expectations.

Tasks:

- Engage in voice, video or written conversation with the technical team of interested clients to understand the full applicable context of their requirements.
- Provide them with answers, explain our capabilities.
- Gather cost calculations and prepare quotations.
- Co-manage the (sales) process.
- Record relevant information in our CRM system HubSpot.
- Giving presentations with our demo robot to clients.
- Create footage (text, images and videos) of new applications.

We estimate this job is 70% technical and 30% commercial of which the majority is reactive.

Requirements

- Minimum BSc Engineering or related field.
- Three years' experience in a customer-facing role.
- Some familiarity with
 - Industrial communications protocols
 - Robotics
 - Computer vision
- Excellent communication skills.
- Fluent in English, both written and verbal.
- Likes to work in a fast-paced international environment both as team member and individual.
- Takes ownership that Fizyr is acting on a professional international level.
- Self-motivated with a drive to make a difference.

About Fizyr

Fizyr integrates vision software into robotic systems to handle objects varying in shape, size and color. Through our deep learning algorithm, robots learn to recognize and pick unknown objects autonomously. Equipping robots with Fizyr software frees hands from repetitive tasks and speeds up automated processes.

Fizyr is a young, fast-growing company recognized by world-class partners for the capabilities of our algorithms. We recently secured funding from a respected high-tech venture capital investor.

Fizyr offers a job in an exciting, high-tech environment with an enthusiastic team of highly skilled experts. We are close to the research community and work on applications of state-of-the-art computer vision technology. Our applications work in production at large parcel services and e-commerce warehouses as well as a variety of other industries.

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. We recognize the need for a healthy work-life balance. Fizyr is a recognized sponsor for regular labor and highly skilled migrants. The salary for this position strongly depends on your experience, with an indication of €35k gross per year. A pension plan, travel expenses, and training opportunities are included. As a fast-growing scale up, Fizyr has an attractive stock option (SAR) plan.

How to Apply

Candidates interested in this job opening are invited to send their CV and motivation letter to career@fizyr.com. Place the title of the job opening in the subject line.