

Sales and Marketing Internship

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

Internship description

Fizyr is looking for a highly skilled intern with a growth mindset to join the sales team. You will assist in the development and implementation of Fizyr's marketing strategy and communication of our brand messages to prospects in our sales channels to create a dialogue between our company and large international (potential) customers such as ABB, Siemens, Toyota.

This internship allows you to grow personally and further develop yourself along with the planned fast international growth of the company. Fizyr has a flexible way of working in line with personal choices. Our team of highly skilled people consists of multiple nationalities, so our communication language is English. You should be prepared to work in a fast-paced environment and will finish the internship having gained broad experience in various aspects of marketing.

During the internship, you get coaching and support from experienced people in marketing management and sales tactics, including the CEO and presales technical consultant. You will collaborate on the marketing strategy and sales channels to further scale Fizyr in a rapidly growing market.

(Y)our challenge

Like providing autonomous driving software to Mercedes, Volkswagen and Ford, our software is used by THE major system integrators in logistics for autonomous picking. We know all 90 global potential clients and we gently 'guide' their DMU's towards evaluating and using our software.

Your work

- Assist in the creation, preparation, and distribution of sales material
- Provide support to social media efforts (organic and paid)
- Research competition activities and marketing tactics
- Research trending topics in the industry to utilize on Fizyr channels
- Assist in corresponding with prospects and following up discussions with potential clients
- Prepare pitching material and potentially pitch alongside our sales technical consultant
- Assist in development of client relationships and retain existing accounts
- Mapping of different stakeholders, such as end users, system integrators, hardware vendors and investors.

Requirements

- 3rd or 4th year student of a higher professional education in Commercial Economics, Marketing or Communication, and other relevant programs.
- Excellent verbal and written communication skills (C1 level or higher).
- You can work independently and in groups within an international work environment.
- You feel at home on multiple social channels (experience with LinkedIn and Twitter is a plus)
- Ability to take ownership of tasks and multi-task.
- Driven to develop something and especially roll it out in practice and see immediate results.

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 to 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.

How to Apply

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