



We are looking for a:

Sales Representative - Craft Beer Industry

*full time; position beginning **as soon as possible**
in the **Berlin area, Germany***

About Oculyze GmbH

Oculyze, founded in 2016, is a multi-award winning technology Startup. We develop and build unique mobile microscopy solutions based on our image recognition and machine learning platform.

Our vision is: Image analysis for everyone, everywhere.

We have successfully managed the market entry with our first vertical application "[Oculyze - Better Brewing](#)" and are ready to expand and enter new markets in diverse industries including wine fermentation, veterinary and environmental diagnostics.

The Oculyze team members come from far and wide. Despite being a small team we have quite an impressive combined resume – with over 6 languages being spoken between us! Our team is made up of PhDs, engineers, foosball champions, sailors, synchronized swimmers, home brewers and deep, sarcastic souls.

Position

We are looking for an energetic sales representative to integrate into our growing sales team. Successful candidate is highly motivated, self-starter, organized and must possess strong communication and closing skills. You will be making cold calls and video meetings, handling website inquiries, sending emails and representing Oculyze in different events, amazing beer festivals and interesting trade fairs. You will visit breweries to demonstrate our system and close the deal. You will be responsible for new business acquisition as well as maintain strong relationships with our current customers to ensure high customer satisfaction in DACH region (in German) and Global market (in English).

Must Haves Skills:

- Bachelor's degree or equivalent industrial training
- Excellent communication skills, willing to follow up customer deals
- Great attitude, motivation to learn
- Good organizational skills
- English and German working proficiency (English as a office language)

Nice to have:

- Understanding of beer brewing process - including fermentation from the biological aspect
- Brewing industry experience
- Competitive mindset
- 1 or more year successful B2B sales experience with proven track record
- Any other language, especially French
- Experience with CRM (Pipedrive)
- Ability to travel (around once per month)
- Driver's license

The most important skills we are looking for are: **Attitude, Motivation and passion for technology**

What we offer:

- Flexible working hours with the possibility to work from home up to 2 days a week
- Work in a growing, flexible Startup with a great international team
- Foosball tournaments, office snacks, unlimited supply of coffee and awesome team events
- The possibility to grow with and within the company
- We can talk about anything else you need to be happy and successful!

Contact us at: hr@oculyze.de