



Welcome to **NEURA Robotics**, the innovator of the robotics world. Our goal is to equip collaborative robots with groundbreaking cognitive capabilities to enable safe and intuitive collaboration with humans. Under the leadership of founder David Reger, we have spent the first years of **NEURA Robotics** laying the foundations for humans and robots to work hand in hand.

"We serve humanity" is not just a motto, but our mission. Become part of our ambitious, international company and shape the future of robotics with us.

Welcome to **NEURA Robotics** - where innovation meets team spirit.

Your mission & challenges

You take on full responsibility for our Growth Team and, working closely with your colleagues, actively shape the development and expansion of successful, long-term business relationships with our partners. As Department Head, you own the full leadership and P&L responsibility for your area. You develop your team, set the strategic direction, and stay close to the business at the same time. We are looking for a strong leader with a hands-on mentality who will make big things happen together with us and our partners.

Your main tasks include:

- You take on disciplinary and functional leadership of the entire Growth Team and actively develop it further

- You implement our sales strategy innovatively and successfully and keep a firm hand on the wheel
- You optimize all sales-relevant processes, create scalable structures, and grow your team strategically
- You personally own strategic key accounts and are present in decisive deals
- You build up the Inside Sales team, Ignition team and Expansion team in a structured way, establishing clear goals, processes, and KPIs
- You develop new partnerships with system integrators, distributors, OEMs, key accounts, influencers, and supporters in and outside the automation industry
- You are responsible for ambitious revenue planning and development in your area
- You work closely with cross-functional interfaces to ensure maximum customer satisfaction
- You coach and challenge your team, create a high-performance environment, and live a culture of ownership and excellence

What we can look forward to

- At least 8 years of experience as a leader in technical sales. You understand our strategy, inspire your team, and drive results
- Proven track record in building and scaling sales teams in start-ups and scale-ups
- Strong hands-on mentality – "can't do" doesn't exist for you
- Technical affinity and enthusiasm for technology, ideally market knowledge in robotics, AI and automation – you are not a follower, but a first mover
- Deep-Tech Sales Expertise: You navigate complex, consultative sales cycles with confidence and translate advanced technology into clear, compelling value for partners and customers
- Revenue Architecture: You own the full funnel – from lead generation to close – and run your business against sharp metrics and scalable structures
- Ecosystem Builder: You develop and orchestrate strong partner networks with OEMs, system integrators, and strategic alliances – and know how to build relationships that last
- Cross-functional Leadership: You act as the voice of the partner inside the company, collaborate closely with product and engineering, and create real synergy between business and technology
- External Representation: You represent NEURAVERSE confidently and convincingly at trade shows, conferences, and industry events – with presence, substance, and the right instinct for the room
- Excellent written and spoken German and English communication skills
- The drive to break innovative ground – "We've always done it this way" is not an excuse for you, but an incentive to do it better

What you can look forward to

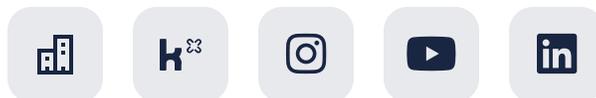
- Become part of an agile company, actively shape topics and benefit from flat hierarchies in a highly motivated team
- Enjoy an attractive salary, flexible working hours and 30 days of vacation
- The freedom to contribute your own ideas and drive them forward
- Celebrate successes together with company events
- Take advantage of our corporate benefits program
- And even more fun with great colleagues

Apply

We are looking forward to meeting you and shaping the future of robotics together. Are you in?

Couldn't find a suitable position? Please send us an unsolicited application.

We are always looking for passionate tech enthusiasts to help us revolutionize the world of robotics!



NEURA
ROBOTICS