



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.

NEURA Robotics is expanding its global presence with a strategic entry into the U.S. market. The newly established U.S. team will play a pivotal role within the Business Partner Unit (BPU), which serves as the cornerstone for collaboration with key partners and system integrators. The BPU facilitates the global distribution of NEURA Robotics' cutting-edge products, explores new applications, and drives partner success through deep, strategic engagement. A primary focus will be the identification, selection, and management of high-caliber distribution partners, such as Omron and Kawasaki, who align with NEURA's quality and innovation standards. Our foundation is built on establishing enduring, trust-based relationships, underpinned by providing technical expertise and project-specific implementation support to ensure seamless integration of our solutions.

We are now seeking an exceptional **Managing Director** for the U.S. market to spearhead the regional Business Partner Unit (BPU) and lead the local teams in Operations, Customer Success, Service, and Application Engineering.

Your mission & challenges

In this senior leadership role, you will be responsible for building and executing a comprehensive partner management and sales strategy for NEURA Robotics in the U.S. You will lead the development and implementation of a sales structure and a high-performing team that aligns closely with NEURA's global vision and our partners' growth objectives. Your leadership will drive the expansion and adoption of NEURA Robotics' product portfolio, particularly our transformative platform, NEURAVERSE.

You will leverage your industry expertise and strategic insight to influence and inspire channel partners, define go-to-market strategies, and oversee the sales execution process. With a focus on fostering sustainable growth, you will lead a cross-functional team dedicated to delivering solution-oriented outcomes, driving expansion, and cultivating high-impact relationships with partners.

As a key senior leader in the organization, you will work collaboratively across multiple departments to ensure seamless execution of product offerings, service initiatives, and long-term business goals. You will also play a critical role in developing strategic account and segment plans, identifying new opportunities, and ensuring the growth and scalability of NEURA Robotics within the U.S. market.

- Establish and implement a region-specific strategy that drives growth, identifying key opportunities and creating sales plans aligned with NEURA's global objectives and market trends.
- Lead and inspire the North American team, including sales representatives, operations, and application engineers. Drive team performance through coaching and talent development.
- Set and oversee regional sales and partner targets, ensuring your team consistently meets or exceeds expectations.
- Cultivate and expand the NEURAVERSE ecosystem by developing new strategic partnerships across system integrators, OEMs, distributors, and key accounts, both within and outside the automation industry.
- Foster long-term, strategic relationships with key customers and partners to drive business retention and satisfaction, while identifying new business opportunities for growth.
- Oversee the regional budget, ensuring optimal allocation of resources to maximize team and operational performance.
- Represent NEURA Robotics at industry events and forums, establishing yourself as a thought leader in the robotics and automation space.
- Drive negotiations for contracts or agreements with suppliers, distributors, federal or state agencies or other organizational entities.

- Lead the integration of sales, product knowledge, and technical support into one cohesive go-to-market strategy, driving results through collaboration with product, engineering, and global partner management teams.
- Provide high-level insights on market trends, competitor analysis, and customer needs to inform the company's strategy and decision-making.

What we can look forward to

- 8+ years of experience in channel and/or enterprise sales organizations with focus on strategic business development ideally within robotics, automation, or industrial IoT.
- 5+ years of leadership experience
- Demonstrated track record of driving business growth, scaling operations, and successfully launching or growing businesses in a highly competitive, technology-driven environment.
- Deep expertise in developing and nurturing high-level relationships with executives, partners, and industry stakeholders.
- Ability to empower others to learn, to be curious and ultimately, share your passion for the NEURA Robotics story and values “We serve humanity” all while doing their best work. Through your confidence you can articulate with a clear ability to influence others; ability to learn quickly, navigate adversity, and meet the needs of our employees, partners and our mutual customers.
- Ability to navigate complex market dynamics and formulate clear strategies to grow NEURA's U.S. presence, balancing short-term and long-term business objectives.
- A strong commitment to advancing the robotics and automation sector, with a clear understanding of the skills and knowledge needed to succeed in the reseller channel.
- Extensive experience in growing and managing enterprise sales teams, leveraging strategic sales tactics, and delivering technology solutions through partners.
- Proven ability to lead cross-functional teams and work collaboratively with internal and external stakeholders to drive execution and achieve strategic goals.
- A strong sense of ethics, integrity, and values, with a focus on building trust across all teams and partnerships.

Preferred:

- Experience in consultative selling of automation and platform solutions and developing channel growth strategies.
- A well-established network of partners across key verticals such as manufacturing, logistics, automotive, and retail.

- Proven experience working in flat organizational structures with a global footprint.
- A track record of entrepreneurial ventures or senior leadership roles in growing businesses within the robotics and automation industry.

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