



At Oculyze we have built an AI to analyze all sorts of microscope images to speed up tedious lab work. And we made it so simple that the analysis can be performed by almost everyone, regardless of their profession. To scale our business and to increase our market share we are looking for a ...

## **Fermentation Expert (f/m/d)**

Location: *Leipzig or Berlin, and partly remote*

As a member of our Growth Team, you will be at the forefront of bringing Oculyze to the attention of breweries, wineries, and potential distributors. You will enjoy this job the most when you are persuasive and confident, with the ability to convince decision makers of the value our product & service can have for their business.

### **Your Responsibilities:**

- You are taking care of inbound leads and you pro-actively research your own
- You will qualify leads, identify decision-makers and reach out to them
- You assist new customers remotely in learning how to use our product
- You will represent Oculyze online & offline at trade fairs and networking events
- You talk to your top customers frequently to foster a strong relationship
- You ensure all customer performance issues resolved promptly

### **Your Profile:**

- You have expert knowledge in fermentation, i.e. beer brewing or wine making
- You have strong communication skills and the ability to persuade decision-makers across all hierarchical levels
- You already know about the general advantages of SaaS and you are interested in learning more about our AI solution
- You are a self-starter and capable of working independently with minimal supervision from your manager
- Strong written and verbal communication skills in English and at least one other Western European language are a must-have
- Already having experience with account management, customer service or a sales environment would be perfect

### **We offer:**

- Exciting and challenging tasks and a high degree of responsibility
- An international working environment with plenty of space for your own ideas
- An international, diverse, and inclusive Startup culture based on trust and respect
- Flexible working hours with the possibility to work from home most of the time

We would be happy for you to join us and to grow with us together!