

Augmented Robotics

<https://augmented-robotics.com/index.php/job/sales-development-representative/>

Sales Development Representative

Description

Augmented Robotics is ahead in the Metaverse race with its proprietary technology which allows users to identify static or fast-moving objects using only your smartphone, which becomes the controller for RC cars or trains, racing them through virtual obstacles in a fantasy world on your device. You can fly your favourite doll through the air to collect coins in the world you've custom-created with your imagination and share it with friends. You can also improve your in-store boardgame shopping experience by scanning a box to see game components and set-up, possible accessories for purchase and basic gameplay elements.

Augmented Robotics is a start-up founded four years ago by three former space engineers from TU Berlin. It has since expanded to a talented and dedicated team of 20, all working to transform the way you interact with the physical world – bringing objects into a fresh, new digital world of unlimited possibilities.

Our goal is to make quality augmented reality experiences accessible to all, without the need for expensive gadgets. We are developing tools with the betterment of our end-users in mind, focusing not only on toys and games, but also on educational and fitness tools, theme parks and museums, in order to create a superb user experience.

Your Role:

Your primary objective will be to reach out and begin conversations with potential clients in order to book meetings for your colleagues. This will help the sales team to have a predictable sales funnel. That involves finding creative ways to reach prospects via email, phone, social networks and more.

Responsibilities

- Run, monitor and constantly improve outbound outreach campaigns to potential customers using our data-driven sales methodology [?]
- Reach out and qualify every single inbound request [?]
- Constantly update CRM and Follow-up on the existing pipeline [?]
- Manage and train a team of Lead Research Specialists to create and control a predictable leads pipeline [?]
- Book meetings with potential customers for your colleagues so you can constantly reach your weekly/monthly targets to earn and earn your bonus [?]

Qualifications

- you are a good communicator in person as well as in writing
- fluent english skills
- bonus: fluent german skills

Job Benefits

- Flat hierarchies and a good connection to management and the founders
- Long-term employment relationship and secure role with clearly defined tasks
- Working with new technologies and playing an important role in the

Hiring organization

Augmented Robotics

Employment Type

Full-time

Job Location

Bismarckstraße 10-12, 10625,
Berlin, Charlottenburg, Germany
Remote work possible

Working Hours

40 hours / week

Date posted

February 10, 2023

realization of unprecedented products

- A workplace equipped with the latest technology in the dynamic heart of Berlin-Charlottenburg
- Rapid advancement opportunities
- Company shares are awarded with long-term cooperation

Deep Tech and IoT are not just buzzwords for us. Our company has received several awards for innovation as a top start-up and we are the first German start-up in the **SONY** Start-up Accelerator program. We value commitment and new ideas, and host plenty of social events where you can make new friends and just have fun!

Contacts

jobs@augmented-robotics.com