



Be part of our journey to enhance the efficiency of SMART Breeding!

SALES REPRESENTATIVE (m/w/d)

SMARTtray® GmbH is a dynamic start-up revolutionizing plant breeding technology and services for plant breeding companies worldwide. Our mission is to automate and scale the SMART breeding process, providing our clients with cutting-edge solutions. We are looking for a driven Sales Representative to help us position and sell our innovative products and services in the market.

Your responsibilities:

Identify and approach potential customers in the plant breeding and SMART Breeding sectors.

Advise customers on our range of products and services.

Drive sales of our products and services.

Maintain strong customer relationships and ensure high customer satisfaction.

Conduct market analysis and identify trends.

Develop and implement effective sales strategies and plans.

Your profile:

A team player with strong motivation to establish SMARTtray® as the standard tool in plant breeding.

Completed education or degree in business, natural sciences, or a related field.

Experience in sales within the plant breeding, Smart breeding, laboratory environment, or a similar industry.

Excellent communication and negotiation skills.

Customer-oriented with a high level of service readiness.

Independent and goal-oriented work approach.

Proficient in English, with strong negotiation skills

We Offer:

Challenging and varied work in an innovative and forward-thinking start-up.

Opportunities to contribute to the development of the company and its processes.

Attractive salary package and interesting development opportunities.

A motivated and dedicated team environment.

If this role excites you and matches your skills and experience, then we are looking forward receiving your application. Please send your documents to:

career@smarttray.de