



Open Position Sales Engineer (d/f/m)

PLANET AI is a leading provider of cognitive systems for text and image recognition. The company is based in Rostock, Germany and offers the IDP platform IDA which leverages patented and award-winning technology to automate document capture, classification, and extraction.

We are currently seeking a talented individual (d/f/m) to fill our **Sales Engineer** position.

Your main responsibilities in this role will be:

- You will collaborate with account executives and communicate our value propositions to potential buyers.
- You identify clients' desired business outcomes and analyze how our product capabilities align to support these objectives.
- You are responsible for the planning and execution of customer evaluations and demonstrations, including managing requirements and providing technical support.
- You work with latest developments across our product portfolio and operate as a technical face to customers.
- You function as a technical expert for customers during software go-live, training, and issues.

You have the following skills and qualifications:

- Completed study program in the field of computer science, industrial engineering, natural sciences, or a comparable qualification
- Professional experience as a (pre-)sales engineer, solution engineer, project manager, or similar is an advantage
- Sound IT knowledge (programming experience is an advantage but not a must)
- Organizational talent and analytical thinking
- Strong communication skills and the ability to empathize with various stakeholders
- Friendly and professional appearance



- Fluent in German and English (written and spoken)

About you:

- You possess an open-minded, communicative, and inquisitive nature.
- You possess a self-organized and cooperative approach to work.
- You appreciate a transparent, collaborative culture and are dedicated to it.

What we provide:

- Exciting and challenging tasks that come with ample room for creativity.
- Flexible working hours without the pressure of overtime, working from home by arrangement.
- Free lunch in our neighboring restaurant.
- Flat hierarchies and a culture that welcomes constructive criticism.
- A warm and inviting working atmosphere complemented by frequent team events.
- Ample exchange with our internal developer and research community.

If you are interested in this position, please send your **application** with details of your earliest possible start date and salary expectations to: jobs@planet-ai.de