



KMLVISION

KML VISION is a growing innovative IT company based in Graz, Austria. We offer our employees the opportunity to shape the future of digital image analysis in Life Sciences, powered by Artificial Intelligence and Deep Learning, delivered by state-of-the-art cloud computing technology via the IKOSA platform.

Business Development / Sales Engineer (m/f)

We are searching for a highly-motivated business development / sales engineer (m/f), with strong inter-personal skills and who is excited by the opportunity to earn sizable commissions on sales of our flagship software product IKOSA. Your main tasks are the acquisition of new customers, building strong and lasting customer relationships and gathering market related intelligence.

YOUR PROFILE

- Excellent communication skills, authentic, confident and convincing demeanor.
- Ability to explain and create awareness for high-tech products for Life Science customers.
- Willingness to travel internationally and present our products on fairs and exhibitions.
- Language skills: English (native or proficient use), German (native or proficient use); Spanish and/or French is an advantage.
- Managing customer satisfaction by communicating customer needs, risks, opportunities, and new feature requests.
- Ability to identify new business opportunities and forwarding them to product management.
- Domain experience in Life Sciences (Biology, Biotech, Pharma, ...) is an advantage.

OUR OFFERS

- Full-time position (38.5 hours per week), starting with October 2018.
- Work in close collaboration with internal and external people in an interdisciplinary environment: development, management, product design, customers and partner relations.
- Gain significant knowledge and experience in a future orientated technology, by selling leading-edge Artificial Intelligence products that our customers need and want.
- Work in modern offices located in the heart of Graz, surrounded by a highly motivated team that both works and plays hard.

WHY YOU SHOULD APPLY

- Reasonable working hours, flextime and a high degree of self-management.
- Extend your skills and work experience in a professional environment.
- Minimal annual gross salary according to the Austrian collective agreement 2018 for IT is EUR 32,284 for full-time employment (38.5 hours per week), **plus competitive commission structure.**
- Your actual salary depends on your experience and qualification.

**READY TO JOIN OUR TEAM?
JUMP-START YOUR MIND!**

It's simple! Just submit your curriculum vitae to career@kmlvision.com and we get in touch!

ABOUT KML VISION

With a strong scientific background and network, KML VISION is a thriving company, focusing on delivering the newest advances in automated digital image analysis to the Life Science sector. We develop the IKOSA online platform, where Deep Learning technology powers our streamlined, intuitive applications. Hence, our clients immediately benefit from the most recent breakthroughs in Artificial Intelligence right at their fingertips. We create value by automating tasks that previously could only be performed by humans.

- Our passion is to develop high quality image analysis applications for object classification, segmentation, object detection and provide it as a Software-as-a-Service, accessible to anyone. To achieve higher reproducibility as well as faster and more cost-efficient analysis, the IKOSA platform enables our customers a high degree of automation in digital workflows.
- We believe that with our technology it is possible to remove tedious tasks from routine work involving digital imaging.

THE LOCATION

KML VISION is based in Graz, Austria. Graz is an awesome place to live in because, it is a vivid city offering great urban lifestyle, it is close to mountains for hiking and skiing, and you can reach the Mediterranean Sea within just 3 hours of driving. Its historic old town is great for taking strolls after work and have a drink in one of many bars. Our offices are located at Science Park Graz, Stremayrgasse 16, 3rd floor, 8010 Graz.