



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.

Sales Assistant / Sales Engineer (m/f, part-time)

We are looking for a **highly-motivated teamplayer** (m/f), with strong inter-personal skills and who wants to complement our sales team responsible for sales of our flagship software product IKOSA. Your main tasks are the **structured search for new potential customers and market segments and the support of our senior sales engineer in the acquisition of new customers**. This position could be the first step into your successful career in the exciting domain of technical sales in Life Sciences.

YOUR PROFILE

- Systematic and exact working methods.
- Strong communication skills, authentic, confident and convincing demeanor.
- Ability to explain and create awareness for high-tech products for Life Science customers.
- Willingness to travel (DACH region) 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.
- Domain experience in Life Sciences (Biology, Biotech, Pharma, ...) is an advantage.

OUR OFFERS

- **Part-time** position (16-20 hours per week), starting with 2019.
- 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.

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 and learn from an experienced salesperson.
- 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, which offers modern image data management and 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 data management and automated 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 the N4 Innovationszentrum, Nikolaiplatz 4, 2nd floor, 8020 Graz.