



Position – Pre-Sales Representative

Company Description

Roboteam is an established defense robotics company with a proven track record of creating impactful and innovative robotic technologies that saves lives on the battlefield. We have a fun start-up feel with a meaningful mission related to national security and defense worldwide.

We are looking for an experienced, energetic, and motivated Pre-Sales Representative to join our team. As a Pre-Sales Representative at our company, you will be responsible for advanced multidisciplinary systems while engaging directly with internal sales teams and the company's end-users to support pre-sales activities.

Responsibilities

- Perform Pre-Sales hands on tasks
- Assist day to day sales and marketing efforts
- Presenting company presentations, demonstrations, and responding to RFI/RFP
- Represent the company at relevant meetings, conferences, and demos
- Mastering technical capabilities of the robotic systems for attending/performing at technical demonstrations
- Collaborate with multi-disciplinary engineering teams
- Maintain relationships and trust with new and existing customers and users

Qualifications

- Proven experience of 3 years as a Pre-Sales representative or similar role
- Capability to work independently and take full responsibility for projects
- Ability to interpret technical documents and specifications
- Must be a self-motivated, Team player, and have abilities to guide others
- Great interpersonal and communication skills
- The role will require flights abroad often
- Fluent in Hebrew, and English (other languages – advantage)

Advantages

- Experience with foreign government tenders and procurement
- Experience with military standards systems
- Experience with UGV systems

Our Office location: 22 Aharon Bart St. Petah-Tikva

Send your CVs to: Info@robo-team.com