

Formlabs - Direct Sales Team



Formlabs is looking for highly motivated individuals to join us as we bring groundbreaking professional 3D printers to every designer, engineer, factory floor and medical institution, throughout the world! Companies like Google, Tesla, Audi and NASA rely on the products and services that Formlabs provides, and the list is always growing! If you are looking to be a part of a fast-growing tech company, and you want to quickly grow your sales career, Formlabs may be the place for you! Still finishing your degree? You can secure your position at Formlabs now and start at a later date.

Technical Consultant

Sales

City: Berlin; Starting date (earliest): At the earliest possible;

Remuneration: 60.000-80.000 EUR/year; Reference number: 2111

Working field

Technical Sales

In this role you will:

- Immediately benefit from state-of-the-art training sessions: Our comprehensive onboarding covers essential skills in 3D printing, engineering problem-solving, and specialized sales coaching, ensuring you're equipped for success from day one
- Understand customer demand to effectively consult & sell cutting-edge additive manufacturing technology using a solution-oriented approach
- Identify sales leads and follow up on inbound sales inquiries by phone and email
- Ensure an amazing customer experience while assessing up-sell and cross-sell potential, with the goal of increasing product usage and satisfaction
- Coordinate regular touch points with customers to better understand their needs and align results to sales growth
- Represent Formlabs at trade shows and onsite customer events
- Collaborate with key decision makers to identify opportunities and develop ideas that deliver sales results
- Become a knowledgeable champion of Formlabs technology through hands-on training & experience with our products

Requirements

- Bachelor's degree or equivalent in a STEM-related field
- 0-3 years full-time work experience
- Language requirements: C1 or better fluency in English AND German / Italian / French is required (one of these)
- Naturally curious and passionate about a wide variety of topics, especially

technology

- A relationship builder who is customer focused and results-oriented
- Able to work independently but enjoy and thrive in a team environment
- Have the ability to handle rejection, learn, and adapt
- Able to effectively communicate with customers via phone, video & email

What we offer

- Technical challenges
- International clients and colleagues
- Comprehensive training covering product, technical problem-solving, and sales skills
- A rewarding environment with uncapped sales bonus and equity (RSU)
- Opportunities for career progression
- Free 3D prints
- Benefits - for details see our career site

Application

Online at our career site: <https://careers.formlabs.com/europe/>

More information at <https://stellenticket.de/200199/TUB/>

Offer visible until 31/01/26

