

Technical Sales Engineer – AI & Embedded Systems (m/f/d)

Full-time, Location: Remote / Osnabrück – Start: Immediately



THE OPPORTUNITY

Help us take sales to the next technological level. Not through cold calling or trade show stunts, but through genuine technical excellence. At ONE WARE, we're looking for a Technical Sales Engineer who doesn't just support our clients, but truly understands them. You will work with companies in industries such as manufacturing, mechanical engineering, medical technology, and aerospace—analyzing their challenges and precisely aligning our tailored AI solution ONE AI with their hardware and application scenarios.

YOUR TASKS

- **Technical Sales:** Advise our customers on integrating ONE AI into their systems—from selecting suitable models and configuring them to deploying on FPGA, GPU, or edge hardware.
- **Identifying Use Cases:** Collaborate with clients to identify concrete application possibilities for our technology, e.g., in quality control and later in signal processing.
- **Project Ownership:** Take full responsibility for technical customer projects—from requirements analysis to successful implementation.
- **Solution-Oriented Thinking:** Develop a deep understanding of our clients' needs and demonstrate how ONE AI delivers tangible technical and economic value.
- **Teamwork:** Work closely with our product and development team to integrate customer feedback into our roadmap and technical development.

YOUR PROFILE

- **AI Knowledge:** You have a solid understanding of AI, neural networks, and embedded hardware (e.g., FPGAs, GPUs, edge devices). Ideally, you have experience applying deep learning or working in industrial automation. Experience with machine learning using frameworks like TensorFlow—ideally in combination with hardware-level optimization.
- **Analysis & Strategy:** You can translate complex customer requirements into clear technical solution scenarios.

- **Systems Thinking:** You understand how to intelligently interconnect software and hardware logic.
- **Curiosity and Responsibility:** You're eager to learn, take initiative, and enjoy working independently.
- **Communication Skills:** You're able to communicate on equal footing with both technical engineers and C-level clients—in both German and English.

OUR OFFER

- **Company Culture:** Open, creative, and agile startup environment where your work directly contributes to the success of the company.
- **Career Growth:** As the company grows, you'll have the opportunity to take on responsibility in key areas and quickly grow into a leadership role.
- **Appreciation of Performance:** Work directly impacts customer projects, our product, and the success of the company. We foster a culture of recognition that rewards outstanding performance.
- **Direct Collaboration with our Founders** Work closely with our CRO & Co-founder—with fast decisions and a continuously appreciative learning culture.
- **No Cold Calls or Trade Shows:** You don't work with leads, but with real customers—helping them make genuine technological advancements using our technology.
- **Flexibility:** Flexible working hours (remote/hybrid) & trust-based working time.
- **Benefits:** Competitive salary, attractive additional benefits, and 30 days of vacation.

ABOUT ONE WARE

Shape the future of AI with ONE WARE! We are redefining industrial automation with groundbreaking AI that enables real-time quality control and error prediction with unparalleled precision. As the first in the world, we offer a tailor-made AI solution for the industry that continuously adapts to specific applications and hardware, delivers results in microseconds, and self-optimizes. ONE WARE integrates seamlessly into existing systems and reduces resource requirements by up to 1,000 times compared to conventional AI models - enabling faster workflows and drastically lower operating costs. We are a true game changer in industrial manufacturing.

Apply Now:

Does this sound like an exciting challenge for you? Then send us your application with a CV and salary expectations to career@one-ware.com. We look forward to getting to know you!

ONE WARE GmbH

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