



We're looking for you!

Account Executive

Your Responsibilities

As an Account Executive at Assemblio, you are responsible for the entire sales cycle and play a key role in driving the company's continued growth. You'll work closely with the founding team and the CSO & the CEO to acquire new customers and expand existing relationships. In this role, you'll sell a highly complex and innovative deep-tech product to leading industrial enterprises.

- You own and manage the entire sales funnel from identifying potential customers to closing complex deals. You'll also provide guidance to BDRs who actively support you in lead generation.
- You collaborate closely with the founders, contribute market insights, and play an active role in refining our go-to-market strategy and product.
- You convince decision-makers and larger buying centers through clear value propositions and well-founded business cases.
- You lead negotiations with C-level stakeholders.
- You efficiently qualify your pipeline using established sales methodologies (e.g., MEDDIC, SPIN, MEDDPIC) and help your prospects navigate complex deal processes.

Your Profile

You're helping us build something big: you take ownership of your sales pipeline and become one of the key drivers of our growth. Through your work, you successfully position Assemblio in the market and ensure that our solution delivers tangible value to customers.

What You Bring to the table:

- Experience in SaaS sales within a start-up or scale-up environment with complex products
- At least 2 years of relevant professional experience
- You're ambitious, goal-oriented, and a strong team player
- You show an entrepreneurial mindset and you are looking for an opportunity to shape and build a company while taking on real responsibility
- You can explain complex products in a simple, compelling way and you develop convincing business cases together with your stakeholders
- You act as an enabler: You make your customer's buying journey seamless and support them throughout the process
- You understand deal dynamics and know how to engage, influence, and lead larger stakeholder groups
- You speak German at a native level and have excellent English skills

Why Assemblio?

Assemblio is setting new standards in the manufacturing industry with its AI-driven software, developed at the Fraunhofer Institute by and alongside leading scientists. Our solution ensures lasting competitiveness for manufacturing companies by solving a multi-million-euro problem in production.

Several DAX and MDAX corporations already trust us. Now we're entering our next growth phase and looking for top talent to elevate our go-to-market to the next level.

Your Opportunity: Take ownership, be an engine for our growth, and actively shape the next success story.

- **Cutting-Edge Deep-Tech Product:** You're not selling yet another SaaS tool, but an enterprise-ready solution, developed by leading experts in assembly process planning and AI. A product with genuine technological superiority and a unique market position.
- **Strong Market Pull:** Even in economically challenging times, leading industrial companies are reaching out to us. With existing partnerships with global players, the demand is crystal clear.
- **Solving Multi-Million-Euro Problems:** Our solution addresses critical pain points that save our customers millions every year. This isn't a "nice-to-have" pitch; it's a sales process that demonstrates direct, measurable value creation.

Why You Should Consider Joining

- **Career-Defining Opportunities:** We're at the beginning of a scalable growth journey. Joining now means you'll be one of the first to help shape the company with direct influence on your role, your career, and our future.
- **High-Performance Culture:** We set ambitious goals and exceed them. You'll work directly with management and sales leaders experienced in building start- and scale-ups, taking your go-to-market and sales skills to the next level.

Why Us

- **Your Team:** You'll join a motivated, innovative team that's highly ambitious about scaling Assemblio, but also loves to celebrate together, whether at game nights or team outings.
- **Your Health & Vacation:** We want you to perform but also recharge. That's why we offer fair vacation days and flexible working hours so you can rest and return with full motivation. We value balance, mutual support, and a work environment where you'll thrive long-term.
- **Your Setup:** We'll equip you with everything you need to succeed. From powerful hardware to modern tools that simplify your workday.
- **Your Office:** Work in a modern environment designed for collaboration and inspiration. Our office is where ideas are born, strategies are forged, and success is celebrated. Your ideas are not just welcome here, they are essential to our growth success.

Excited to join our team?
Then get in touch with us:

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