

acce/erat

JOB POSITION

About Accelerat

Accelerat is a product-oriented startup company that provides advanced software solutions to guarantee high levels of cyber-security, safety, and time-predictability for next-generation cyber-physical systems, like autonomous vehicles, factory automation, advanced robots, and any other safety-/security-critical embedded system. As spin-off company of the Scuola Superiore Sant'Anna of Pisa, innovation is part of the DNA, meeting and solving the challenges of the ever-evolving cyber-physical world. Accelerat currently provides three software products: CLARE, AI Bunker, and Bunker for Linux.

Opportunity: Join Accelerat family as Full-time **Senior Tech Sale Engineer** (fixed remuneration + MBO)

Location: Hybrid. When in person, at Polo Tecnologico di Navacchio, Cascina (PI)

Company Vibes: Tech enthusiasts 🚀, but also fun enthusiasts 🍷! At Accelerat, we're not just creating a safe and secure future, we're throwing a party, and everyone's invited!

Required Skills

- Master's degree in (i) STEM or (ii) Business with computer science background (Computer Engineer is strongly preferred)
- Good knowledge of embedded systems (strongly required) and system-level software (nice-to-have)
- Proficiency in analyzing market trends, customer behaviors, and competitive positioning to create traction
- Experience in B2B sales and partnerships within the embedded systems, cybersecurity, and FuSa domains
- Experience in the Automotive, Railway, Industrial Automation, and/or Robotics domain (2+ of them is a plus)
- Experience in using CRM and analytics tools to track leads, opportunities, and sales performance
- Communication and presentation skills
- Fluent in English

Good-to-have:

- Good knowledge of embedded virtualization technology
- Rich network within the automotive, railway, industrial, and robotics domains (Tier-1s, Tier-2s, and OEMs)

Responsibilities

The candidate will play a pivotal role within the company, working closely with the CEO, CTO, and marketing specialists to lead the definition and implementation of commercial guidelines. Responsibilities include continuously analyzing the market, implementing effective client relationship management strategies, generating leads, qualifying prospects, managing the sales pipeline, delivering impactful sales presentations and technical pitches, and fostering relationships with strategic partners. The candidate will also collaborate with the R&D team to ensure product positioning aligns with market demands. The role may involve national and international travels for attending customer meetings and exhibitions.

Mood & work approach

Picture this: Flexible remote working policy, possibility to travel, epic team outings, and a vibe that's more startup fiesta than a regular 9-to-6

How to Join the Party

Ready to join? Send your CV to hr@accelerat.eu or apply at <https://accelerat.eu/life-at-accelerat/work-with-us/>