

#### Contact

Dr. Johannes Dahse  
+49 234 544 965 43  
careers@ripstech.com

#### RIPS Technologies GmbH

ripstech.com  
Universitätsstr. 142  
44799 Bochum, Germany

Reinforcing our growing business, we are looking for a

# SALES ENGINEER (M/W)

## WE ARE RIPS

RIPS Technologies is a fast growing technology company in Bochum, Germany. Our highly efficient software RIPS is able to automatically identify complex security vulnerabilities in web applications that no other tools are able to find. The underlying analysis engine was awarded, amongst others, with the Internet Defense Prize by Facebook. As a Sales Engineer you are responsible for both growing and developing our business by establishing a customer journey that effectively turns prospects into customers.

## YOUR ROLE

- You are part of the customer journey from initial contact to proposal
- You present our product to the customer, highlighting its beneficial features
- You understand our customers' technical problems and propose solutions with our product
- You optimize sales strategies with regards to market- and customer demands
- You establish and maintain customer relationships
- You support our team on international IT conferences and events

## YOUR PROFILE

- Bachelor or Master degree in a technical field, e.g. Computer Science, IT, Engineering, or similar
- Excellent communication skills in English, both verbal and written
- Advanced knowledge of software development with a focus on web technologies
- Technical sales experience and strong personal interests in technology
- Experience in B2B Business, ideally in the IT field

## YOUR BENEFITS

- Join a highly motivated team and become an integral part of the RIPS family
- Work with leading experts in information security and a superior product
- Work in a major position with excellent development options on international platforms
- Attractive salary and additional pension scheme
- Flexible working hours and regular team events

Please send us your application via email to:

 **CAREERS@RIPSTECH.COM**