

WE ARE

HIRING!

TECHNICAL PRESALES (M/F/D)

COMPANY DESCRIPTION

FELLOWPRO is an innovative company that helps businesses digitize and automate their business processes with our AI platform DocBits. Our customers use DocBits for intelligent invoice processing, supplier onboarding, automated ordering processes, and much more. Most of our customers work with ERP systems such as Infor CloudSuite, M3, or LN, but also SAP S/4HANA.

ROLE DESCRIPTION

Do you love technology, understand business processes, and can communicate technical topics clearly and convincingly?

Then join our team in Düren and grow with us in the field of AI-supported automation!

INDUSTRY

Software Development

EMPLOYMENT TYPE

Full-time

LOCATION

Düren (North Rhine-Westphalia) – central location, good transport connections

YOUR RESPONSIBILITIES

As a Technical PreSales / Technical Sales Representative (m/f/d), you will be a key member of our sales team:

- ✓ **Requirements analysis:** You work with prospects and customers to develop functional and technical requirements.
- ✓ **Product presentation:** You give compelling presentations of our DocBits AI platform—live at the customer's site, in workshops, or in digital meetings.
- ✓ **Support in the sales process:** You will work closely with the sales team, identify added value for customers, and prepare offers.
- ✓ **Presentations & events:** You will create and give presentations for customers, trade fairs, and events.
- ✓ **Technical consulting:** You will answer technical questions, provide technical assessments, and assist with proof of concepts.

QUALIFICATIONS

- ➔ Completed degree or comparable training in a technical field, business informatics, or a similar qualification
- ➔ Technical understanding and enthusiasm for AI-based solutions
- ➔ Experience in pre-sales/technical consulting or technical sales—ideally in the ERP environment
- ➔ Experience with Infor CloudSuite, M3, LN, or SAP S/4HANA is a plus
- ➔ Strong communication skills, confident presentation skills, and consulting expertise
- ➔ Team player mentality and customer focus
- ➔ Fluency in German and English is required

WHAT WE OFFER

- ✓ An exciting role in a future-oriented, fast-growing company
- ✓ Working on innovative AI products
- ✓ Plenty of creative freedom, short decision-making processes
- ✓ Attractive compensation and benefits
- ✓ A motivated, open team

Would you like to support our customers with DocBits in intelligent automation and contribute your strengths in technical sales? Then this position is just right for you.

WE LOOK FORWARD TO RECEIVING YOUR APPLICATION.



paul.fischer@fellowpro.com



fellowpro.com