



Sales Representative - Pre Sales Consultant (m/f/d)

RESPONSIBILITIES

- Advising customers in the context of our products in the area of Longterm Preservation and Digital Data Hub
 - Preparation and conduction of customer workshops
 - Requirements analysis and engineering
 - Creation of a general architecture and definition of business processes
 - Provision of PoCs
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REQUIREMENTS

- Completed studies in (business) informatics or a comparable technical background
 - At least 3 years of professional experience in pre-sales or consulting
 - Experience with document management principles are an advantage
 - Understanding of data, semantic concepts and correlations
 - Understanding of complex information flows and software architectures, especially in the pharmaceutical and life science industry
 - Distinct sense for customer needs, very good communication and presentation skills and an affinity for sales
 - Very good knowledge of English and German (spoken and written)
 - Willingness to travel to our customers
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HOW TO APPLY

E-mail your résumé with salary expectations and desired start date to career@osthus.com. Refer to "Sales Representative - Pre-Sales Consultant (m/f/d)" in the subject line.

Your personal contact: Ivonne Braun

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Eisenbahnweg 9-11
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Contact us:
+49 151 11435345
Also via WhatsApp!

Find out more about our culture and your benefits on www.osthus.com/career

ABOUT OSTHUS Group

OSTHUS Group supports teams in building a deeper understanding of how data can be used to strategically amplify enterprise value long-term. From integration management, analytics to archiving and purging, our team works with company stakeholders to transform enterprise data into high value digital asset. The Group consists of three companies at the moment: OSTHUS Services and two product companies: ZONTAL (e-Archiving and Lifecycle Management Systems) and LeapAnalysis (Federated Virtualized Semantically-driven Data Integration), both of which offer ground-breaking technology where none of its kind currently exist in industry.

ABOUT OSTHUS Services

OSTHUS is a leader in Scientific Informatics. Our customers are the top companies in the pharmaceutical, bioinformatics and life science industries. With sites in Europe, the US and China, we offer a modern, exciting and attractive working environment. Using state-of-the-art methods and technologies, we work on future-oriented projects in the areas of Big Data, Machine Learning and AI. Personal development, innovation and diversity are of great importance to us as well as to our customers and employees.