

# Sales Consultant (f/m/d)

Permanent employee, Full-time in Osnabrück, Germany

## About Nature Robots

Nature Robots is a disruptive robotics and AI startup dedicated to transforming agriculture through innovation. We are committed to developing cutting-edge solutions that support regenerative and sustainable farming practices, addressing the challenges posed by climate change, population growth, and the need for local food production.

## The Opportunity

At Nature Robots, you'll be part of a visionary team transforming agriculture through robotics and AI. Whether your expertise lies in robotics, business development, or web technologies, your work will directly contribute to creating sustainable, intelligent farming solutions. Join a fast-growing startup where your skills help shape the future of food production, empower farmers, and enhance sustainable food production.

## Your Role

- You develop and scale our **B2B sales** (sales funnel) in close coordination with management and technology.
- You identify and prioritise **new markets, use cases and OEM partners** in the field of agricultural robotics.
- Prepare high-impact pitch decks and sales materials tailored to clients and investors
- Support the implementation of customer projects – from pre-sales to onboarding
- Conduct deep market research and trend analysis in robotics, AI, and sustainable agriculture
- Develop and continuously optimize our **business model and pricing strategy**


- Drive **CRM processes**, ensuring clean data, efficient workflows, and smart analytics
- Represent Nature Robots at trade shows, conferences, and customer events
- Collaborate closely with the product and engineering teams to align sales and development

## What you bring

- Degree or equivalent qualification in business administration, agricultural economics, sales, marketing, or a related field
- At least 2 years of professional **experience in sales**, ideally within the tech, agriculture, or startup sector
- Experience in technical sales, preferably related to mechanical engineering, robotics or agricultural engineering.
- **Passion for technology & innovation** – you can explain complex solutions in a simple way
- **Network in the agricultural or robotics industry** is a plus
- **Proactive & entrepreneurial mindset** – you recognize opportunities and take action
- Strong communication and negotiation skills in **English & German**
- **Analytical thinking & hands-on mentality**

## Our offer

- A meaningful role in a pioneering software & agri-tech startup making a real-world impact with real products.
- We offer challenges every day and organic growth opportunities as the company scales.
- Corporate benefits, such as Gym memberships (HanseFit), etc.
- 30 vacation days, flexible hours and hybrid solutions.
- Work in an agile and iconic environment, the Coppenrath Innovation Centre (CIC - [www.cic-os.de](http://www.cic-os.de)) close to Osnabrück Main Station and at our external test facility in the nature with a workshop, an office and a fenced agricultural test environment close to Bohmte ([www.arenshorst.com](http://www.arenshorst.com)).

 **Interested?** Send us your motivational letter, CV and portfolio at [career@naturerobots.com](mailto:career@naturerobots.com) 