

## Director of Robotics Business Unit

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Company: Spyrosoft

Location: Denmark

Category: other-general

### Requirements

Extensive sales experience IT/software delivery experience Great networking skills Fluency in English

Spyrosoft is looking for a **Director** to lead and grow our **Robotics Business Unit** . If you value a flexible and supportive working environment, a great deal of autonomy, and professional challenges, this offer is definitely for you. Apply and join one of the fastest-growing tech companies in Europe, we're waiting for you!

### Responsibilities:

Procuring new clients through direct contact, and collaboration with the marketing team

Driving & implementing the sales and pre-sales activities within robotics (mobile robots, cloud & mobile robotics ecosystem) clients

Attending networking activities to research and connect with prospective clients

Building and maintaining a close relationship with customers

Reviewing clients' feedback and implementing necessary changes

Working – as an owner – with business development and support departments (Marketing, Operations Excellence, Sales Support, Recruitment)

### Qualifications:

More than 8 years of relevant experience (IT/software delivery related)

At least 3 years of experience leading and organizing software or platform engineering departments

Deep understanding of building Human <-> AMR systems (eg., SLAM, Navigation, Simulations, ROS, Computer Vision, Cloud processing and integration, human and robot interaction)

Prior experience in delivering software/platform engineering solutions including technical advisory and processes advisory

Excellent account and stakeholders management skills

People leadership skills

Delivery using modern Agile and iterative methodologies like Scrum, Kanban, Nexus, SAFe

Perfect organization and communication skills

Balanced experience in managing a delivery organization while having hands-on software development experience

Fluency in English

Prior experience setting up department strategies and growth plans

Experience leading or working with international teams

Excellent understanding of modern Software Development Lifecycle

We provide focused robotics software solutions. Through research and development steps, we help any company bring its robotics programs into the age of professional service robots - >

### **About Spyrosoft**

Spyrosoft is an authentic, cutting-edge software engineering company, established in 2016. In 2021 and 2022, we were among the fastest growing technology companies in Europe, according to the Financial Times. We were founded by a group of tech experts with established backgrounds in software engineering, who created an 'engineer-to-engineer' workplace, powered by enthusiasm, fairness and authentic relationships. Having a unique offering, which bridge the gap between technology and business, we specialise in technology

solutions for industry 4.0, automotive, geospatial, healthcare & life sciences, employee experience & education and financial services industries.

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