

Kontakt

www.linkedin.com/in/jan-peter-s-76200079 (LinkedIn)

Top-Kenntnisse

Business

Personalführung

Deutsch

Languages

Deutsch (Native or Bilingual)

Englisch (Professional Working)

Certifications

ThePowerMBA

Jan Peter S.

Bio-Robotics Pioneer | Driving Game-Changing Applications with Real Swarms

Kassel und Umgebung

Zusammenfassung

I am an entrepreneur and business development professional with a focus on defense technology and bio-robotics. As a co-founder of SWARM Biotactics, I'm pioneering the commercialization of bio-robotics by combining biology and technology to create game-changing solutions for defense and disaster response.

Previously, I spent nearly nine years at Dedrone, driving growth and innovation in counter-drone solutions. My mission is to scale groundbreaking technologies that push boundaries and deliver real-world impact.

Let's connect to explore the future of bio-robotics or discuss SWARM's vision.

#BioRobotics #DefenseTech #Innovation #SWARMBiotactics

Berufserfahrung

SWARM Biotactics

Head of Sales & Co-founder

Januar 2025 - Present (1 Jahr 3 Monate)

Kassel, Hessen, Deutschland

Revolutionizing Robotics with Biology

SWARM Biotactics is the world's first company commercializing bio-robotics. We combine biology and technology to develop living machines that excel where traditional robotics fall short, delivering game-changing solutions for defense, disaster response, and beyond.

Dedrone

8 Jahre 10 Monate

VP Sales EMEA

Januar 2020 - Januar 2025 (5 Jahre 1 Monat)

Kassel und Umgebung, Deutschland

Dedrone#is the market leader in smart airspace security. Dedrone's counter-drone system is trusted by hundreds of commercial, government, and military customers globally to protect against unauthorized drones. With flexibility to host on premise or in the cloud via Dedrone's Airspace Security-as-a-Service (ASaaS), Dedrone customers can detect, identify, locate, analyze and mitigate unauthorized#drone threats.

Sales Director Central Europe

August 2019 - Januar 2020 (6 Monate)

Kassel und Umgebung, Deutschland

Sales Manager DACH + BENELUX

April 2016 - Juli 2019 (3 Jahre 4 Monate)

Continuous over achievement on quarterly and annual quotas while developing the territory's business from ground to a solid fast increasing revenue.

2016: Best sales manager globally

2017: Best sales manager globally

2018: Best sales manager Europe & 2nd globally

FARO Europe GmbH & Co. KG

5 Jahre 3 Monate

Application Engineer CIS, Eastern Europe, Middle East & Africa

August 2013 - März 2016 (2 Jahre 8 Monate)

Korntal-Münchingen

Almost 3 years of hitting quarterly quotas and over achievement on annual targets in an environment of tripple and high double digit growth expectations.

Supporting the regional sales team to grow sales for all FARO product lines in the Middle East & Africa Region.

Acting as the resident technical expert internally and with distributors and customers.

Proactively analyze and understand knowledge on hardware and software (incl. 3rd party) to identify areas of improvement and implement plans to address gaps.

Identify trends, anticipate problems and put in plans to address

Provide targeted/tactical support to deliver on strategic regional objectives

Developing distributors to enable them to demonstrate FARO products to end customers in their regions.

Remain aware of trends , new market hardware and software and provide trainings to address gaps.

Channel Development Engineer

August 2013 - Mai 2015 (1 Jahr 10 Monate)

Responsible for training, coaching and supporting distributors / resellers at various revenue sizes and internal sales force in the EMEA region

- Proactively analyze and understand knowledge on hardware and software (incl. 3rd party) to identify areas of improvement and implement plans to address gaps.
- Identify trends, anticipate problems and put in plans to address
- Provide targeted/tactical support to deliver on strategic regional objectives
- Expert for point cloud applications

Customer Service Engineer

Januar 2011 - Juli 2013 (2 Jahre 7 Monate)

Kassel und Umgebung, Deutschland

2nd and 3rd level support for customers in the EMEA region

Improvement of service process

Customer visits

Participation in trade fairs

Ausbildung

ThePowerMBA

ThePowerMBA, MBA, Business Strategy, Entrepreneurship, Marketing, Innovation & Digital Transformation · (2021 - 2022)

Leibniz Universität Hannover

Master of Science (M.Sc.), Geodesy and Geoinformatics, Geodesy and Geoinformatics · (2008 - 2010)

Leibniz Universität Hannover

Bachelor of Science (B.Sc.), Geodesy and Geoinformatics · (2005 - 2008)