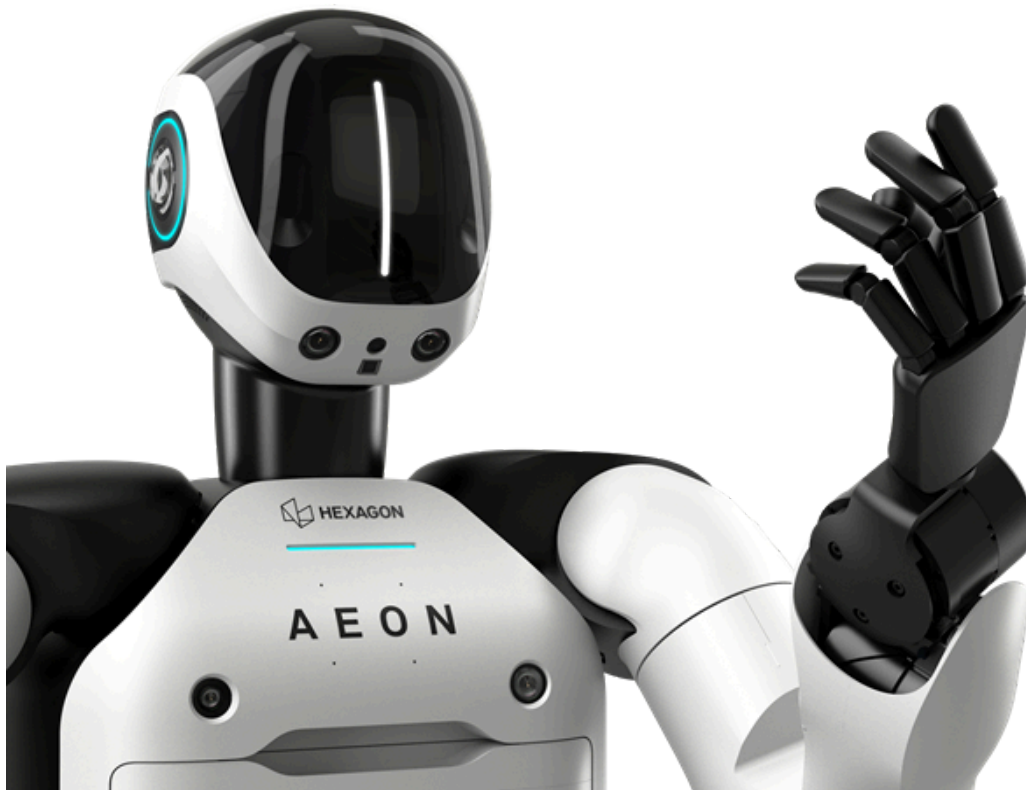




Application Engineer (f/m/d) Pre-Sales

100% Zürich

Hexagon Robotics is a division of Hexagon – a global leader in precision measurement. The division develops humanoid robots for industrial sectors to address labor shortages and accelerate the transition from automation to autonomy. Our first humanoid, AEON, was launched in June 2025 and is already in pilots with five customers.

We are looking for an **Application Engineer - Pre-Sales** to own technical qualification of customer opportunities. In this role, you will work alongside Business Development to translate customer workflows into a clear view of feasibility, risks, scope, assumptions, dependencies, and proof requirements.

You will help determine which opportunities are worth pursuing, what must be proven for a customer to move forward, and how to define a realistic scope that can be handed into execution cleanly. You will sit at the intersection of customer needs, robotics capability, product constraints, and commercial ambition.

Your Mission

- Lead technical discovery with customer stakeholders
- Break down customer use cases, workflows, and operational requirements
- Capture site, process, environment, safety, data, and integration requirements

Your Skillset

- Bachelor's or Master's degree in Engineering, Robotics, Computer Science, Mechatronics, or a related technical field, with a strong foundation in systems integration and real-world applications
- A minimum of 5 years of experience in robotics, industrial automation, machine

- Assess fit against current product capability and identify gaps
- Identify unknowns, technical risks, dependencies, and required validations
- Define the technical win plan and the proof points required for customer commitment
- Estimate pre-sign effort at a high level and support scope shaping
- Assess required third-party components, partners, and interfaces needed to make the use case work end-to-end
- Distinguish standard vs. non-standard customer asks and escalate roadmap decisions appropriately
- Draft technical scope, assumptions, exclusions, and success criteria for internal documents
- Provide a joint go / no-go recommendation with Commercial and Product
- Deliver a complete handoff package into post-sign execution
- Support evaluations, and customer workshops where they materially advance technical qualification
- Bring structured field insight back into Product and Engineering to improve repeatability and product direction
- vision, AI-enabled systems, or advanced manufacturing
- Experience with proof-of-concept programs, pilots, or complex enterprise technical sales cycles
- Familiarity with safety, deployment, and integration considerations in industrial environments
- Experience working with third-party technology partners as part of a broader customer solution
- Experience in application engineering, solutions engineering, pre-sales engineering, robotics, automation, industrial systems, or a related technical customer-facing role
- Strong ability to understand customer operations and translate them into technical requirements
- Experience with industrial workflows, integration points, and customer technical discovery
- Ability to assess technical feasibility pragmatically, not theoretically
- Strong written communication and documentation skills
- Comfort working across Commercial, Product, Engineering, and external partners
- Ability to make clear recommendations under uncertainty
- Bias for clarity, speed, and disciplined scope definition

What You'll Get

- Flexible working hours and a hybrid model for real work-life balance
- Generous vacation: 25–30 days depending on age
- CHF 500 mobility credit for sustainable commuting
- Bonus system & strong pension contributions
- Tailored training & development opportunities
- Relocation support for a smooth start
- Discounts on health, mobility & entertainment
- Team events and a flat hierarchy where your voice counts

- A warm, international culture built on respect and collaboration

Great robots need great people.

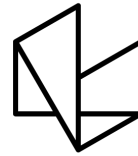
Apply Now

Contact

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HEXAGON

Hexagon Robotics

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