

**Everyone TALKS about climate change and environmental protection - We DO something!
Change the future with e-mobility and become part of the GOVECS team.**

Your perspective:

It's not just our electric scooters that are fun. Our corporate culture is also characterized by team spirit, flat hierarchies and openness to innovative and creative ideas. We offer you variety, short decision-making paths and a lot of independence with room for initiative and responsibility. We enable you to develop professionally and personally. With us you will find flexible working hours, the option to work from home and private use of our electric scooters. Build something new with us and make a real and lasting difference! Conquer new markets and get even more people excited about e-mobility. Become part of our team and our mutual success story!

For our international team with flexible working location / with focus for the sales area of Paris and Amsterdam we are looking for an experienced

Sales Manager (m/f/d)

Your challenge / your main tasks:

- Build, maintain, and create strong customer relationships with new and existing clients
- Negotiate contracts with clients and establish a sales pipeline incl. status reporting to the management
- Generate leads and acquire customers independently, as well as systemic recording and partnership management of customers
- Expand your sales area with focus on the structured generation of previously unused sales potential while collaborating with the sales and service teams to understand market developments and customer needs
- Work closely with the sales and marketing team dedicated to the same client account to ensure open communication and meeting client needs
- Observe the market and sales trends and interact proactively in coordination with the management
- Plan and present reports on account progress, goals, and quarterly initiatives to share those with team members and stakeholders, for potential future use as lessons learned or company training
- Meet all client needs and deliverables according to proposed timelines

YOU / Technical and personal requirements:

- Successfully completed bachelor degree (not mandatory) in business administration, sales or relevant field or comparable qualification / education
- Several years (3+) of successful practice in sales, management, account management, or similar role
- Excellent contacts and knowledge about delivery / fleet / postal services in your country
- Ability to structure your daily work on your own while multi-tasking & managing more than one client account and various projects
- Proficient with the Microsoft Office Suite and CRM software
- Excellent written and spoken English as well as the relevant country language
- Good knowledge of the German and Polish language is an advantage, but not a must
- Flexibility and willingness to travel (+50%) incl. a valid driver's license
- High reliability in compliance with quality, budget and time frame and proven results of delivering client solutions and meeting sales goals
- Excellent teamwork and communication skills
- Motivation to face new challenges with your independent, goal- and result-oriented hands-on mentality

WE:

The GOVECS Group, headquartered in Munich, is the leading manufacturer of electric scooters in Europe. We are redesigning urban mobility. Our success is based on high quality "Made in Europe" products for international sharing platforms (such as Emmy in Munich or Cityscoot in Paris) and the rapidly growing delivery industry. Private customers buy GOVECS electric scooters in our online shop or in our GOVECS SCOOTER stores in Munich, Berlin and

Stuttgart. GOVECS also offers stationary and mobile services in Hamburg, Cologne and Frankfurt. Our diverse product range currently includes six very different electric scooters: Schwalbe (45km / h and 90km / h), ELMOTO LOOP, ELMOTO KICK, GOVECS PRO, GOVECS PRO CARGO and GOVECS FLEX. You can find more information at www.govecsgroup.com and in our online shop www.govecs-scooter.com. We are also consultants for companies, cities and municipalities who want to offer a sharing service with e-scooters.

Would you like to take a ride with us? Click [here!](#)

Sounds interesting?

Then we look forward to receive your detailed application including the earliest possible starting date exclusively by e-mail to career@govecs.com.

Note for recruiters: We work with permanent partners in the placement. The contact information provided is intended solely for direct contact by interested parties. We therefore ask you to refrain from offering your services.