



We redefine mobility by providing easy access to a full range of bikes everywhere you go.

List and Ride is a technology company, that operates a community marketplace for bike hire and cycling activities. Founded in Berlin end of 2016, we are an international company with offices in Berlin, Munich and Kiev and we work with talented people from around the world. Through www.listnride.com people can search and book their next cycling experience, location independent. A large selection of premium bikes and cycling activities are provided by shops, hotels, brands and private owners, which are available across cities and holiday regions in Europe. For our further expansion we are now looking for new talents!

B2B Sales Manager (m/f)

What will keep you challenged

- Identifying and onboarding strategic partners & multipliers to increase demand
- Negotiating and closing contract agreements
- Planning and forecasting revenues, driven by your partnerships.
- Managing and optimizing running partnerships to increase ROI
- Matching market needs with product requirements, to test new forms of integrations
- Ongoing reporting and analysis of acquisition strategies

Which traits contribute to your success

- Completed studies in Business Administration or a comparable qualification
- At least 3+ years of relevant experience in B2B sales
- High reliability, an independent way of working and strong communication skills
- Senior appearance, easily connecting with various decisions makers
- Strong in time management and an effective deal closer
- Excellent communication skills in German and English

What to expect working with us

- Becoming part of a highly motivated and professional team
- Unique opportunity to experience development and to make an impact in a start-up
- Flexible working hours, open culture with flat hierarchies
- We regularly go for rides together, offer barista coffee and have team events

Do you want to be part of our success story? Please send your application to contact@listnride.com