



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

List and Ride is a technology company, operating a community marketplace for bike hire and cycling activities. Through [www.listnride.com](http://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!

## Internship Business Development Spain (m/f)

### What will keep you challenged

- Identify and prioritize prospect accounts in key locations (cities and holiday regions)
- Approaching and onboarding new supply partners e.g. bike shops, hotels, partners
- Identifying and acquiring demand partners to increase number rentals
- Managing your existing accounts to increase revenues and or keeping them informed on new platform developments
- Collecting feedback from your accounts for improving product features
- Representing List and Ride on relevant events and or trade shows

### Which traits contribute to your success

- Practical working experience in a commercial role, with a proven track record
- Personal interest in cycling and ideally with existing relevant contacts in the industry
- Empathic personality with strong communication skills, convincing decision makers
- Driven personality eager to close and activate new business partners.
- High discipline in executing sales plan in a structured manner
- Native Spanish speaker, fluent in English
- Business travel will be part of your work (~20%)

### 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
- Working at a modern and well-equipped office in Munich or Berlin
- 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](mailto:contact@listnride.com)