



Hi, We're BikeCitizens and we're looking for a fulltime

Head of Sales in Berlin

Sounds like you? You are just one bikeride away:

We're a team of 25+ running a cycling promotion agency in great charming offices based in [Graz](#) and [Berlin](#). Over the past few years we've steadily created and developed individually optimized products for riding a bike in cities. world's first navigation App focused on urban cycling and being fully offline capable. The next big thing was the "[Finn](#)" smartphone mount. There's much more to come...

The job has three main roles:

Strategist:

Take part in creating sales strategies for our distribution channels.

Team Lead:

Leading and inspiring a team to deliver content and creative work in line with those strategies.

Collaboration:

Inspiring and working close in a team to deliver content and creative work in line with those strategies.

Inspire our clients:

Inspire our clients (current and prospective) and help them understand how our brand can be a benefit for them.

Bike Citizens is an independent, self-made project (owned and run by the founders) and we make our own rules. For example we decided to work only [4 days a week](#), that means weekends start on Thursday evening!

We keep bureaucracy at a minimum and encourage everybody to get involved, which also means bringing in own ideas and fight for them to get real. We have a strong focus on learning by trying new things and by connecting with others (conferences, workshops).

Our **ideal match** is someone who:

- Has sales experience (3+ years) preferably with proven leadership qualities
- Runs strategic sales processes and defines success through results
- Is comfortable leading a team to ensure our sales strategies are pursued
- Can set up client ready contracts, and is comfortable negotiate them.
- Follows new trends, ideas or insights in sales.
- Can think outside the box: how a product can reach more range
- Wants to be an active part of BikeCitizens and help with business development and shaping the agency

If that sounds like you - we're dead keen to get to know you!

Salary: € 2150 per month (to be discussed)

Let's talk: job@bikecitizens.net / www.bikecitizens.net