



Hi, we're Bike Citizens and we're looking for a full time

Business to Government Sales Manager

with a strong focus on **Business to Government** to join our team in Graz

Sounds like you? You are just one bike ride away:

We're a team of 20+ running a cycling promotion agency in great charming offices based in [Graz](#) and [Berlin](#). We started out creating the world's first navigation app focused on urban cycling and being fully offline capable. The next big thing was the "[Finn](#)" smartphone mount. Over the past few years we've steadily created and developed individually optimized products for riding a bike in cities. At the moment Bike Citizens is cooperating with close to a dozen cities all over Europe, which are using our tools (Navigation, Promotion and Analytics). But there is much more to come, as we are focusing to build a stronger market and fulfill the needs of cities as our clients.

Job Design

- Understanding of Business to Government sales circle
- Organisation of legal and institutional foundations for an international trade and distribution network
- Acquisition and continuous care of an international commercial agency network, considering the key costumers needs and requirements
- A strong focus on outbound sales (conferences, meet-ups, expos,...) with a focus on networking and relationships
- Preparation of regular reports of progress and forecasts to internal and external stakeholders using key account metrics
- Management of budget and capacities
- Preparation and submission of high quality applications for customer acquisition (and if needed with tender processes)

Bike Citizens is an independent, self-made company (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!

You are our **ideal match** if you

- Have profound **knowledge of governments, processes and needs of tender activities**
- Have proven work experience as an Account Manager, Key Account Manager, Sales Account Manager or relevant role
- Are able to run strategic and operative sales processes
- Have strong communication and interpersonal skills with aptitude in building relationships with professionals of all organisational levels
- Are able to juggle multiple account management projects at a time, while maintaining sharp attention to detail
- Can set up client ready contracts, and are comfortable to negotiate them
- Excellent **communication and networking** skills
- Want to be an active part of Bike Citizens and help with business development and shaping the agency
- Are fluent in German and English - French and Italian is highly preferred

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

Salary: Due to legal regulations the minimum salary, as required by collective agreement, is 2.000 € gross/month + success fees. Your actual salary will depend on your experience, skills, contribution to Bike Citizens and is to be negotiated. Salary is offered for 36h base, no all-in-contracts.

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