



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

Sales Manager

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

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

We're a team of 25+ working in great and charming offices based in [Graz](#) and [Berlin](#). We started out by creating the world's first navigation app that focuses on urban cycling and offers motivational campaigns for cycling. The next big thing was the "Finn" smartphone mount. And now we are also digitising and analysing bicycle traffic.

If you like the idea of promoting urban cycling, please read on. These are the key aspects of your role:

Job Design

- Understanding of Business to Government sales circle
- Organization 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 costumer 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 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 knowledge of governments, processes and needs of tender activities
- Have strong communication and interpersonal skills with aptitude in building relationships with professionals of all organizational 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: The minimum salary is between 2.700€ and 3.000€ gross/month. 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