



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

Product Manager

to join our team in Graz.

Sounds like you? You're just one bike ride away:

We're a team of 25+ running a award winning cycling promotion agency with offices based in **Graz** and **Berlin**.

Bike Citizens is an independent, self-made company (owned and run by the founders). For example we are working only 4 days a week, that means weekends start on Thursday evening!

If you share the idea of promoting urban cycling, then please read on for the key aspects of your role.

JOB DESIGN

- The main focus is the multi channel distribution of our product "Finn" (universal smartphone mount)
- Understanding customer needs and requirements
- Acting as a representative to build awareness and understanding for our products at international conferences, meet-ups, expos, ...
- Serving as the link of communication between customers and internal teams and management
- Setting up and implementing sales acquisition projects
- There will be a strong focus on outbound sales
- Planning and implementation of online marketing strategy and activities

You are our **ideal match** if you

- Have proven work experience as a Product Manager, Key (Sales) Account Manager or relevant role
- Have proven ability to develop product and marketing strategies and effectively report and communicate recommendations to executive management
- Have knowledge and deep understanding for Online Marketing and Online Sales
- Have good organizational and time management skills
- Have multi channel sales know how (B2B and B2C)
- Are able to run strategic sales processes
- Are fluent in German and English

Salary: Due to legal regulations the minimum salary, as required by collective agreement, is 2.357 € 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.

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

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