

BUSINESS DEVELOPMENT / SALES

NÜWIEL is a Hamburg based startup developing electric transportation solutions for last mile logistics.

NÜWIEL is founded in 2016 by Natalia Tomiyama, Sandro Rabbiosi and Fahad Khan. Our vision is to improve air quality in big cities and reduce negative impact of traffic emissions on cities, environment and public health by providing an alternative mobility: **intelligent electric bike trailer**.

We are looking for bright and motivated business developers to accelerate the growth, push sales and open new markets.

YOUR MISSION:

- Responsible for the growth and development of the sales pipeline by acquiring new customers and following up on existing leads
- Managing pilot projects and demo tests: planning, execution and analysis
- Managing customer expectations and communication by providing feedback to development team and filtering the requirements
- KPIs assessment and projects evaluation
- Support during marketing campaigns and events

YOU BRING:

- Minimum 2 years of experience in sales, business development in mobility related fields
- Strong presentation and communication skills
- Ability to solve problems in critical situations, working independently and with minimal supervision
- A degree in Engineering, Business Administration or similar is a “plus”
- Preferably market knowledge in the Last mile and/or E-commerce
- Fluent German and English is a must

WE OFFER:

- Immense learning and a startup experience
- International, supportive and friendly team
- Direct contribution to the product development and impact on the environment
- Room for creativity, own ideas and exploration
- Support in personal and professional development

Interested? Please send your CV and other relevant documents to natalia.tomiyama@nuwiel.de.

More about NÜWIEL: nuwiel.de, [FB](#), [Instagram](#).