

SALES & BUSINESS DEVELOPMENT (FT / INTERNSHIP)

NÜWIEL is a Hamburg based start-up 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 trailers**.

We are looking for a bright, motivated and enthusiastic person to support the growth, sales and market launch.

YOUR MISSION:

- Support in business development by assessing the market and identifying opportunities
- Generate leads and take over the recruitment of new customers
- Manage the lifecycle of existing customers and keep up customer experience
- Take over pilot tests and assist in long-term projects to develop new and improve existing sales strategies
- Assess KPIs and projects and give regular feedback to product development
- Support with the organisation and implementation of events

YOU BRING:

- Bachelor's or master's degree in business, economics, engineering or similar
- Preferably existing experience in B2B sales and business development
- Strong presentation and communication skills
- Ability to handle critical situations, working independently and with minimal supervision
- Strong interest in mobility-related fields
- Driver's license and willingness to travel on a regular basis
- Fluent in German and English - knowledge of Danish, Dutch or French is a plus

WE OFFER:

- Immense learning and a start-up 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
- Table tennis, team lunches and free goodies

Currently NÜWIEL is located in HH-Harburg but will move to the city centre of Hamburg soon.

Interested? Please send your CV and other relevant documents to kajetan.berning@nuwiel.de.