

SALES REP & CUSTOMER RELATIONS

NÜWIEL is a Hamburg based startup developing electric mobility solutions for last mile logistics. NÜWIEL is founded in 2016 with a vision is to improve air quality in cities and reduce negative impact of traffic emissions on environment and public health by providing an award-winning sustainable mobility: electric trailer (eTrailer) for bikes.

By 2030 eTrailers will be saving 64M tons of the CO2 emissions per year.

We are a diverse, dynamic and growing team of 22 people. We are looking for a sales representative / customer relation specialist to boost our sales and strengthen relationship with customers.

YOUR MISSION

- Build a sales pipeline, manage opportunities and close deals
- Generate leads and identify opportunities by attending relevant events, analysing market trends
- Run product demonstrations, customer presentations and workshops
- Understand customer needs and handle expectations within the whole sales cycle
- Develop sales materials, prepare presentations and invoices
- Collaborate with the R&D team to share user experience, scope customer demands and potential product customizations

YOU BRING

- Minimum 2 years' experience in B2B hardware sales with a proven success record
- Experience with sales processes, CRM and/or ERP tools
- Proven customer-centric communication, negotiation skills and problem -solving skills
- Prior background in LEV, automotive industry or similar
- Excellent time management and organizational skills
- Ability to learn fast and work in a dynamic fast-growing international team
- Willingness to travel and work at customer's site
- Experience in public speaking and presentation is an advantage
- Fluent in German and English
- National of an EU country or valid work / residence permit in Germany

WE OFFER

- High level of responsibility from day 1 and self-initiative
- Dynamic startup environment and friendly international team
- Opportunity to directly contribute to climate change and better environment
- Flexible work hours and home-office possibility
- Support in personal and professional growth
- Brand new modern office 10 minutes away from the Central Station and HafenCity

SOUNDS INTERESTING? Please send us your Motivation Letter and CV to we@nuwiel.de