

NÜWIEL

Founded in 2016
HQ Hamburg

2% innovative SMEs in EU
2 patents

300 eTrailers
6 countries

€ 7M raised
36 employees
11 nationalities

NÜWIEL is a Hamburg based company developing electric mobility solutions for city logistics. The company has been founded in 2016 with a vision to: **empower ANYONE to MOVE ANYTHING in the most sustainable, safe, and practical way**

Our award-winning product, eTrailer, is the world's first electric trailer for bikes with patent granted technology that enables automatic acceleration and braking with a millisecond-precision. The eTrailers can be used regardless of age, gender or driving skills.

Today the eTrailers are running in more than 6 countries and integrated in daily operations of the industry leaders such as UPS, IKEA, and Belgian Post. By 2030 the eTrailers will be saving 64M tons of CO2 emissions per year.

NÜWIEL brings together 36 talented individuals, 11 nationalities, and 1 dog. Being a diverse team, we celebrate all holidays, be it a Christmas Day, Eid al Fitr, St. Lucia Day, or Lunar New Year.

YOUR MISSION

- Achieving a sales target by building and managing a sales pipeline through direct sales and partners
- Generate leads and opportunities by attending relevant events, conducting research, and direct calling
- Manage sales cycles and product presentations, demonstrations and workshops
- Manage pre-sales activities and pilot projects
- Develop sales materials and prepare presentations
- Assist in developing and implementing processes to increase efficiency of sales cycles
- Cross-functional collaboration with marketing to help develop customer testimonials and share user experience
- Cross-functional collaboration with product development and operations team to share customer requirements and prioritize potential product customizations

YOU BRING

- Minimum 3 years' experience in B2B sales with a proven track of winning new business
- Work experience in post & parcel, quick commerce, and/or maintenance service industries
- Experience working with CRM and ERP tools
- Excellent time management and organizational skills
- Ability to learn fast and adapt to a dynamic international team
- Fluency in German and English. French is an advantage
- Excellent verbal and written customer-centric communicational skills
- International experience and willingness to travel
- National of an EU country or valid work / residence permit in Germany

WE OFFER

- Brand new modern office, prototyping lab, and production facilities in central area of Hamburg with proximity to supermarkets, restaurants, cafés
- A high level of responsibility and autonomy from day 1
- A career progression to direct sales or channels management
- Support in personal and professional growth through training, expert mentoring and coaching
- International team and dynamic startup environmental
- Flexible work hours and home-office possibility
- Direct contribution to climate change and better environment

SOUNDS INTERESTING?

Please send us your Motivation Letter and CV to [**we@nuwiel.de**](mailto:we@nuwiel.de)