

eBikeLabs

In the last years, the explosive growth of eBike fleet start-ups suggests an upcoming mobility revolution. However the costs of theft and maintenance threaten the profitability of these players and therefore this mobility revolution.

eBikeLabs is a Grenoble-based start-up founded in 2015 that has developed technologies in response to these challenges relying on the strong software and electronics DNA of its ecosystem. The challenge now is to achieve a massive deployment of eBikeLabs solutions for a global mobility impact. That is why eBikeLabs is on its way to recruit an international business developer.

International Business Developer position

You must be actively involved in all aspects of the marketing development and strategy : direct customers relationship and animation, key accounts negotiation with, commercial network implementation, market and competition follow up, new products specifications.

You define and implement an action plan for sales target achievement.

You report weekly to the CEO.

Required profile :

You are motivated and ambitious, with a business spirit and imagination, willing to share with founders values that are the company foundations.

You have a 5 year experience in a start-up in a commercial development position preferably in mobility chain and a technology company.

You are fluent in English and willing to spread eBikeLabs solution worldwide to the top eBike fleet players.

You have a keen interest in green mobility.

Compensation :

Salary and stock option to be evaluated

Future opportunity :

Become active as executive committee member and salesforce management

Modalité :

Envoyer lettre de motivation et CV à recrutement@ebikelabs.com