

Apply now!

Sales Manager full-time based in Berlin

That's you:

- + At least 3-5 years of experience in direct sales, preferably in the technology or energy industry
- + Excellent command of the English language
- + Advanced knowledge of German is a big plus (ideally at least B2)
- + Excellent communication and negotiation skills
- + Strong organizational and leadership skills
- + Proficiency in Microsoft Office Suite and CRM software
- + You are a teamplayer, an organizational talent, and set ambitious targets for yourself and your team
- + Willingness to travel up to 25% of the time

Your main tasks:

- + Develop and implement sales strategies to achieve business goals and revenue targets
- + Manage a team of sales representatives and provide leadership and guidance to achieve sales targets
- + Build and maintain relationships with customers and partners
- + Prepare and present sales reports and forecasts to senior management
- + Develop and maintain effective sales forecasting and budgeting processes
- + Set individual and team sales targets and monitor performance metrics to evaluate progress towards goals
- + Train and onboard new sales representatives and provide ongoing coaching and development to improve their skills and performance
- + Collaborate with the marketing team to develop and implement promotional campaigns and sales collateral that align with sales objectives
- + Work closely with product development and customer support to ensure customer satisfaction and address any issues or concerns that arise
- + Attend industry events, conferences, and trade shows to network, build relationships, and stay up-to-date on industry developments
- + Develop and maintain a strong understanding of the company's products and services, as well as the competition and market trends, to effectively communicate value propositions to customers and prospects



If you do not tick all boxes but do believe that you are the right candidate for the job, please do send in your application. We would love to get to know you and find out if we are the right match for each other!

Please send your application including your cover letter and resume to:
Dyana Schmidt
bewerbung@swobbee.com

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We are a Berlin-based start-up active in energy storage systems and electric mobility.

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Swobbee builds and operates a network of battery swapping stations with the goal to power different forms of electric mobility. We offer a universally compatible charging solution and standardized battery solutions for various light electric vehicles.

This innovative infrastructure is set up in the public space to push forward the energy and mobility transition and ease the traffic pressure in urban areas in Europe and the rest of the world.

What we offer

- + Excellent working environment, flexible working hours, possibility to regularly work from the home office
- + Challenging and diverse projects with room to shape processes yourself
- + Short decision-making processes and proximity to the senior management and other teams
- + A company culture that values passion and proactivity
- + German and English courses
- + Regular team events and offsites
- + The chance to be part of an exciting growth journey with us
- + Competitive compensation
- + Pets are always welcome
- + Free drinks and fresh fruit every day
- + Diverse team of ~50 mobility enthusiasts