

Moove Connected Mobility is an expert on the domains of automotive telematics and carsharing. In cooperation with Geotab, Moove connects vehicles to the internet generating relevant data and valuable insights. Moove runs a connected fleet of about 10.000 vehicles and operates in 20 countries. Moove is part of Mobinck.

Moove, Radiuz, Togethr, Fleet Support and XXIimo jointly form Mobinck. A company which brings together different modes of mobility and is part of AutoBinck Group. AutoBinck is a healthy 113-year old Dutch family business with a total revenue of 1 billion euros and 1600 employees.

Moove is looking for a

Sales Manager DACH m/f

About the position:

We are looking for a Sales Manager DACH! You are responsible for developing your sales plan and execute this. You listen well to your (potential) customers, recognize trends, opportunities and threats and are being pro-active about it. You offer solutions for automotive telematics and carsharing. With drive, action and expertise you fill your sales funnel and get new customers. You reach your objectives with a solution-oriented approach, entrepreneurial spirit and always try to overdeliver on customer expectations. You work closely together with your colleague Sales Manager DACH located in the Digital Logistics Hub in Hamburg.

What kind of company will you work for?

Moove was erected in 2017. Not so much a start-up anymore but still organized that way. Our team is firm, communicates directly and we have an informal culture. We are 12 altogether and most of us are in the digital hub in Utrecht, The Netherlands at the WTC. As a team we work closely together to serve our A-brand customers to the best of our ability on automotive telematics and carsharing. Our approach is international. You will experience this in the team but also from our customer base. Our people come from all over the world and are really dedicated to their job. They push on development, sales, operations and building customer relationships. We always make the extra mile for our customers. If you are triggered by this, then quickly read further.

Do you recognize yourself in the following?

You listen well to your customer, love innovation and like a customer relationship built on expertise.

- Higher / Academic level of education
- Experience (minimal 3 years) and a track record in B2B(2C) sales (Automotive, ICT, Logistics)
Experience in telematics and/or carsharing is a big plus
- Excellent communication skills in word and writing (German and English)
- Interested in innovation, technology
- Sales power, enthusiasm and a real goal-getter
- You work in a structured and focused manner
- You think of solutions and are able to convince
- Positive, self-assured and nice
- You do not give up easily, our sales pitches take time
- A real team player

What will you get from us?

- Good terms of employment
- A lot of responsibility and room to maneuver to trigger your initiatives
- Be part of Mobinck
- Preferably located in Munich-area

Do you see this position as a good next step in your career and yourself doing it?

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