

Sales & Account Manager

Company Description:

[Micromobility Industries](#) is an indispensable source of insight and community for global Micromobility builders, operators, and entrepreneurs. Through our podcast, blog, newsletter, and global event series, we seek to accelerate the adoption of small electric vehicles and create a safer, more sustainable urban future.

Role Summary:

The Sales & Account Manager role is core to identifying and converting new sponsorship opportunities for the global Micromobility Conference. You will be responsible for converting new customers, managing customer relations, and upselling/reselling existing accounts.

Responsibilities:

- Work with our leadership team to create, prioritize, and qualify strategic target accounts
- Qualify new company and individual opportunities using sales intelligence tools
 - Use Variance, Hubspot, and Slack to track activity and forecast opportunities
- Document use cases, purchase timeframes, next steps, and other critical details
- Understand and convey the Micromobility Industries value proposition across multiple verticals and use cases
- Acting as a liaison between the client and departments within the company to convey information, ensure understanding, and make certain everything gets done in an accurate, timely manner
- Making the client aware of other services and actions that may lead to greater success
- Achieve or exceed monthly sales quotas
- Continually develop your skills by participating in weekly team meetings

Requirements:

- Strong verbal and writing skills
- Familiar with Google Apps and Slack
- Experience selling
- Experience in customer relations

Location: Remote

Job Type: Contractor/Full-time

Compensation: Base + Commission

Send CV and Cover Letter to info@micromobility.io