

We Make Mobility Shareable

Sales and Business Development

The Sales Executive will support the Sales and Business Development Manager in achieving market penetration in the North American, South American, Australian, and New Zealand shared mobility market. This individual will be proactive in uncovering opportunities and engaging with potential leads. A successful Sales Executive will understand the importance and necessity of using market-leading shared mobility technology, and be able to communicate these messages and stories to prospects.

This role is based out of our North American office located in Metro Vancouver. Located just a few minutes away from Gilmore Station, the office is transit-friendly and bike-friendly as well.

INVERS is a pioneer in the shared mobility space and the global market leader for mobility technology, powering over 30 million trips and rides a year with Shared Mobility OS.

With SaaS and IoT-based products, it has enabled over 250 new mobility services in more than 30 countries, such as carsharing in Dubai, scooter sharing in Berlin, ride pooling in Hamburg, or peer-to-peer carsharing in Paris.

MAIN RESPONSIBILITIES

Sales

- Coordination of full sales cycle from lead generation to qualification, proposal building and contract drafting
- Organize and run software demos to explain complex backend, frontend, and IoT solutions
- Develop and communicate a project plan between customers, project management, and support
- Scale and develop long-lasting business relationships with your network and customers
- Organization and participation of events in the new mobility space
- Provide support to other departments as needed

Business Development

- Develop comprehensive understanding of the new mobility market and the necessity of technology needs
- Identify technical success factors for your prospects and customers
- Identify current market trends, industry, and competitor information

SKILLS & EXPERIENCE

- Post-secondary education
- 3+ years of sales experience with a sales-driven mindset
- Ability to adapt in a lean organization
- Passionate, solution-oriented, and persuasive
- Proficiency with MS Office Suite tools is required
- Ability to be assertive when negotiating, self-reliant to manage many prospects with a long sales cycle, and team-driven to identify priorities
- Ability to qualify, guide, and follow up on sales prospects
- Strong communication and interpersonal skills to share messages clearly and confidently with management, decision-makers, and technical personnel
- Ability to travel up to 30% of the month within Canada, to the USA and Germany

ADDITIONAL ASSETS

- Ideally have personal or professional experiences in new mobility
- Ideally have experience in sales of SaaS, API, and IoT-based B2B products
- An understanding of software technology and systems are an asset
- Additional languages (Spanish, French) are considered an asset but not required

KEY PERFORMANCE INDICATORS

- Demonstrate a goal-oriented approach to tasks
- Achieve engagement with prospects and leads
- Communicate accurate and on-brand messaging externally
- Represent the company confidently
- Clear communication internally
- Cooperation with the team

SPECIAL REQUIREMENTS AND OTHER NOTES

Available to work flex hours, e.g. for early morning (e.g. 7am) phone calls with our sister company in Germany, as well as evenings, weekends and on Canadian Statutory Holidays **if needed**.

Thank you for your interest in working with us.
Please direct your cover letter and resume to Nicole Walker
(career@invers.com).