

## **Business Developer for GreenMobility's international team**

GreenMobility is an electric car sharing company, offering a simple, convenient and affordable service to cater to modern urban mobility. The company and organization are on a fast growth path. We are rolling-out our service internationally through strong partnerships and we believe in local partners, who invest in and operate the local GreenMobility business as a franchise with all the tools and support from us. Cities across Europe are demanding shared services with a clear preference for EV's, to support their green agenda. GreenMobility has the solution. In addition to our fleet of 400 EV's in Copenhagen, we launched the service in Oslo in 2018 with our strong local partner VY, who operates a fleet of 250 EV's in Oslo. Across our cities, GreenMobility services more than 52,000 customers who take more than 150,000 trips per quarter.

We aspire to be one of the best concepts for Green Urban Mobility in the world. Our ambition is to be in 15 cities by the end of 2021. We have strong interest across Europe and are accelerating our acceleration. To help us reach our targets, we are looking for a Business Developer to join our international team.

Your primary responsibility will be to build the business case for the cities we are targeting. This includes thorough research, where you will engage with cities, suppliers and other stakeholders. Based on this, you will form the framework needed to approach local partners. Secondly, you will identify potential partners, connect with them and develop the relationship to form strong partnerships for electric car sharing. To do this, you will analyse both the company situation, relative to their strategy, and our opportunity as well as the right entry to the partner.

You are a driven, open minded and hard-working person, who is naturally impatient. You have good analytical skills and work as well in Excel as you do in PowerPoint. You understand how to create relationships and identify the right person, whether on a city council or at a large company – and connect with this person. You are always looking for a way to connect and promote the GreenMobility solution.

You come with strong experience and ideally you have experience working with franchises or partnerships. A high proficiency in both business English and Danish are required, and any additional languages would be an asset. As our work is international, you should expect to travel, in order to build our partnerships across European cities.

We offer the opportunity to become part of a fast-moving, young organization with high ambitions and a strong entrepreneurial culture. If this sounds like your dream job, then send us your CV & application, outlining why you are the one who will ensure our success, to [job@greenmobility.com](mailto:job@greenmobility.com), with "International Business Developer" as subject, as soon as possible. See [partner.greenmobility.com](http://partner.greenmobility.com) for more information. We look forward to hearing from you.