



Job Description

# International Sales Manager

Date: 10/04/18

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## Mobacar

Mobacar is an intelligent car mobility company with offices in Kerry and Dublin. We are fundamentally changing the relationship between cars and people. We have operated in the global travel mobility space for a number of years radically improving the car rental and airport transfer experience for customers. We strive on creativity and the successful growth and development of our team. Our technology, our team and our products are gaining global acclaim for our innovation and approach. Every new team member is carefully selected to ensure not only that Mobacar will continue to disrupt the global travel mobility industry but that each new team member has a clear path to grow and develop.

## Position

International Sales Manager. You will report directly to the CEO

## Job Description

You must be a real 'hunter' with a resilient attitude and thrive on getting new business. Be able to manage stakeholders and work off a blank canvas! It is key you have a strong understanding of the global travel mobility market. You must be strong on driving sales, negotiation and closing deals, with a drive to succeed. International travel is essential.

## The responsibilities include:

- Planning, developing & executing a winning sales strategy
- Direct revenue responsibility for Mobacar's products within the global travel mobility sector
- Building new commercial partnerships
- Sell company products and services to new customers
- Have the ability to identify opportunities and manage sales pipeline
- Proposition management
- Ability to work independently and with limited supervision and guidance
- Develop strong relationships with internal and external stakeholders
- Representing the company at industry or other networking/promotional events
- Maintaining regular contact with customers, introducing new products to customers, identify new revenue streams
- Preparing and submitting customer proposals
- Develop a comprehensive knowledge of the product portfolio and global mobility market as a whole

## Experience and Background

- 5+ years' experience in technology sales
- Primary degree required. MBA or PhD an advantage
- Background in car rental or the car mobility sector a distinct advantage
- Proven track record in sales and in business development initiatives that lead to revenue generating opportunities and commercial pipeline opportunities
- Strong communication, organisational and presentation skills - ability to interact at C-level and be able to demonstrate core product principals
- Exposure to retail Ai an advantage

**Contact:** Send your CV to [careers@mobacar.com](mailto:careers@mobacar.com)