

Gowago is a platform which inspires people to search, find and get the best car for the best price at the right terms. We do this by reversing the traditional marketplace which removes the hassle to negotiate dealer by dealer and allows users to receive offers directly from all dealers in an easy to understand dashboard. We have recently closed our investment round and are looking for a Business Development Manager to join our fast growing family.

Business Development Manager (80% - 100%)

We are looking for a passionate and talented Business Development Manager to help us expand and increase conversion in our sales funnel. Gowago partners with dealers, manufacturers and acts as an extra sales channel for them to increase their client base. Moreover, we aim to increase the lead conversion drastically in comparison to other online platforms. You will be responsible for contacting the stakeholders directly and converting them to use the platform.

On a daily basis you will:

- Reach out to dealers, manufacturers and other industry stakeholders through cold calling and emailing to present, promote and sell the Gowago service
- Establish, develop and maintain positive business and customer relationships
- Achieve agreed upon sales targets and outcomes within schedule
- Analyze the territory/market's potential, track sales and status reports

The most important aspect for us is that you love cars, are interested in the mobility of the future and are looking for a flexible yet challenging job.

More specifically we the following qualities are a must:

- Proven work experience in sales or equivalent
- Highly motivated and target driven with a proven track record
- Excellent selling, communication and negotiation skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and open to feedback
- Fluent in German and English

Gowago believes in rewarding success and working with outstanding people. We are seeking individuals that can make the difference and offer a long-term career opportunity. We are providing a competitive package where outstanding performance will be rewarded with a cash bonus and/or company options.

Are you the perfect match for this role? Then please send your CV to: rutger.verhoef@gowago.ch