



XXImo is on its way to become one of the main market contenders in the European Mobility as a Service (MaaS) market. Based on the accelerating growth pace we are experiencing today, we are looking for a

Senior Business Development Manager (Resellers) (m/w/d)

In the Munich area with broad experience and background in the mobility industry.

Who are we?

We offer a leading access and payments platform in partnership with Visa. We manage the mobility of various user groups through different solutions based on our state of the art back-end:

- A corporate mobility platform serving the employees of mid-sized to large companies
- A standardized solution for small businesses (through the OnMyWay2 brand)
- A strong reseller solution to support leading mobility players
- A Platform as a Service solution for large organizations / platforms serving a certain group of users (e.g. a fuel card businesses that wants to upgrade to EMV). This solution is offered through the brand *XXImo in the Box*

We do this with more than 75 enthusiastic colleagues. We plan to grow further into the German market as it is our ambition to become a European market leader and therefore, we expect our organization to rapidly expand into existing and new additional countries.

What will you be doing?

- Supporting XXImo's growth ambitions in the Reseller section (e.g. oil/fuel companies, parking suppliers, leasing companies, etc.)
- Acquisition of new resellers and partners by drawing up quotations and answering Requests for Proposals in collaboration with the headquarter teams in Utrecht
- Representing XXImo at fairs and relevant industry events
- Translating customer wishes into solutions and staying in contact with them during the process until closing
- Performing analyses and drawing up business cases for our customers and target partners

Who are we looking for?

You are sales-driven and able to easily build relationships with (potential) clients and partners. You get energy from finding and closing new opportunities. You are highly self-motivated and have developed yourself through extracurricular activities. You have a result-oriented attitude.

You have the following qualifications:

- **Experience in the mobility sector with true belief in “new mobility solutions” (preferably with a background in leasing, the payment industry or HR benefits)**
- **Excellent network and connections into the mobility industry and with potential partners**
- **A strong “sales mindset” paired with the passion to close new deals**
- **Strong conceptual and analytical skills**
- **Good presentation, communication and organizational skills**
- **Willingness to work on multinational projects – therefore English skills is a must, Dutch would be a nice addition**
- **Proficient in Excel, Powerpoint and familiar with working with CRM systems**
- **Careful, accurate and strong focus to acquire, manage and finish projects in combination with regular travel activities (also to our HQ in Utrecht/Netherlands)**

What do we offer you?

We offer you the opportunity to use your knowledge from the mobility sector to bring our product offering into the German market. In addition, you may expect the following:

- **The opportunity to shape your own success**
- **You will work in a very innovative, fast growing and internationally oriented organization**
- **Be part of the unique “Mobinck ecosystem” with many different products and ventures and work closely together with our teams on innovation in mobility**
- **You will work with a diverse, energetic, and fun team in our XXImo Germany office and in the HQ in Utrecht**
- **A fantastic modern workplace in the Munich area as well as the right facilities to work well from home**
- **Competitive compensation package**
- **Various training options**
- **A mobility budget including our XXImo Mobility Card or a company car**

If you are interested in this position, please send your CV and availability to mpoglitsch@mobinck.com.