

SCOOTA

Business Development Manager (m/f)

SCOOTA is a fast-growing micro-mobility services company based in Bangkok, Thailand. We offer electric scooter rental & ridesharing to meet urban commuters' demands with a new and innovative green e-mobility solution. Our e-scooters get people wherever they need to go – whether its commuting to work, going to class, running errands, going to the beach or exploring the city.



SCOOTA is hiring a **Business Development Manager** for our team in Bangkok. If you enjoy contacting new partners, presenting to key decision-makers and managing key accounts, this job is ideal for you.

Responsibilities:

- Identify sales/ collaboration partners for SCOOTA stations in your city
- Visit partners, meet decision-makers (e.g. in hotels, cafes, restaurants)
- Demonstrate, present and promote SCOOTA
- Sign-up and onboard collaboration partners
- Manage and support partner accounts

Requirements:

- Passion for sales, communication, meeting people
- Service-oriented, goal-oriented attitude
- Good communication and organization skills
- Ambitious, driven and motivated personality
- Interest in innovative electric scooters, first/ last mile transport
- 2-3 years work experience, bachelor degree preferred
- Thai / English, enjoy working with internationals, driving licence preferred
- Thai nationals only



Benefits:

- Easy-to-sell, fun and innovative product
- Excellent career development & growth opportunities
- Influential connections, meet key industry players
- Fun & dynamic international working environment
- Competitive compensation + sales bonus
- Flexible working hours

Work location: 36 Soi Goethe, Thung Maha Mek, Sathon, Bangkok 10120
(close to MRT Lumphini)

To apply for this role, please send your CV to careers@scoota.asia. To get in touch you can also contact Manuel via:

- Phone #: +66 99 171 5317
- LINE ID: manny.bkk

INNOTRA CO., LTD.

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