

Title: Cardiff and Vale City Manager

Job Location: Cardiff, Wales

Salary: £30k+ DOE

Deadline: We are looking for someone to start ASAP and will be reviewing applications in real time.

Nextbike is a designer, manufacturer, supplier and operator of public cycle hire schemes. Founded in Leipzig, Germany in 2004, the company has grown rapidly from a small bike hire scheme with 20 bikes to a truly global operation with schemes in over 300 cities across 26 countries worldwide and over 90,000 bikes. In November 2021, we were acquired by TIER GmbH, a German e-micromobility company. Together, we are working to achieve a common goal: to change the cityscape across the United Kingdom and the world.

Our Cardiff and Vale of Glamorgan scheme (sponsored by OVO Energy) includes over 1200 bikes (pedal and electric) across more than 100 docking stations in Cardiff and the Vale of Glamorgan.

We are looking for an energetic City Manager to help develop our local commercial partnerships in Cardiff and the Vale. You will work closely with the Cardiff & Vale Operations Manager, the HQ Senior Operations Manager, and the HQ commercial team to develop existing partnership and implement new partnerships. You will also be responsible for leading nextbike's budding work on cycle crime reduction from a non-operational perspective.

Hours: 40 hours. Occasional weekend and evening work may be required.

Responsibilities

- Build, maintain, and leverage strong and lasting relationships with key internal and external stakeholders;
- Manage non-operational aspects of existing relationships, ensuring partner success, and developing new growth opportunities proactively and reactively. Partners include local authorities, Welsh Government, universities, for profit and non-profit organisations, other transport operators;
- Lead the development of community engagement strategies, focused particularly on reducing vandalism and the new Cardiff Cycle Crime Reduction Partnership. This could include working closely with local authorities and private partners to set up a mechanic skills development program for at risk youth;
- Take full ownership of local business development and corporate membership sales and drive execution to increase rider base, rides, and revenue in partnership with HQ marketing team and the local operations teams;
- Remove blockers, solve problems, and facilitate a rapidly growing business across your city;
- Represent and promote nextbike at events and conferences in the region.

Required

- A university degree in a transportation, environmental management, business development, marketing or related field;
- 3+ years of experience working with large stakeholders (local authorities, universities, private companies);
- Experience / understanding of sustainable transport field;
- Excellent communication and presentation skills;

- Experience developing detailed proposals in English;
- Good understanding of local political landscape;
- Proficient in Excel and G Suite (Gmail, Google Docs, Google Sheets, etc);
- Cross-organizational team player with the ability to work independently and without supervision;
- Perform well under stressful situations and enjoy working in a fast paced and sometimes ambiguous environment;
- A love of cycling and an understanding of the value of cycling in cities.

Preferred Skills

- Experience working in micromobility;
- Experience working with or in local government;
- Experience in business development, sales and marketing;
- Understanding of local cycling network and culture;
- Welsh language fluency.

Personal Attributes

- Quick learner with good initiative;
- Resilient;
- Friendly, reliable, trustworthy, and honest;
- Team worker;
- Ability to work under pressure and stress;
- Ability to complete tasks to a high standard;
- Self-starter;
- Good interpersonal skills;
- Highly detail oriented and organised person.

Equal Opportunities Statement

Nextbike is committed to being an equal opportunities organisation. We are committed to promoting equal opportunities and preventing discrimination across race, sex, sexual orientation, religion or belief, gender, gender reassignment, ethnicity, age, disability, relationship status, parental status. This policy applies both to service delivery and to its own employment practices. You should be willing and able to demonstrate commitment to nextbike's Equal Opportunities Policy.

To Apply

If the role and company we've described in this advert sounds like you, then we'd love to hear from you. To apply, please email your CV and cover letter to info@nextbike.co.uk with the Subject Title: Cardiff and Vale City Manager Application. In your cover letter include your notice period and the answer to these 3 questions:

- What makes you the right person for this opportunity?
- What excites you about nextbike / micromobility?
- What relationship-building experience do you have?