



UrbanRadar.io

Growth Team Associate (San Francisco)

Mobility is a critical piece of smart cities. Moving people and goods is a complex equation between cities, public operators, private providers, and users.

With the recent surge in shared and connected mobility (such as free-floating bicycles, electric scooters, scooters, car-sharing or car-pooling and ultimately autonomous vehicles), the mobility landscape must overcome current growing pains in urban areas.

Urban Radar was created with an ambition to address these issues on an international scale and transform the way we get from point A to point B. We are looking to grow our team with highly motivated, mission-driven, team-oriented individuals.

Opportunity

In North America, you will be working on our development and sales strategy closely with our CEO out of San Francisco. You will focus on the expansion of relationships with transit agencies, cities, private operators and other stakeholders. You'll need to be sensitive and open to customer's needs, to then communicate efficiently and work with our engineers to solve these needs and continuously build a stronger product.

We are a startup and your voice will be heard. You'll play a key role in the product and strategic direction of Urban Radar.

About you

- You feel comfortable driving deals independently and in a fast-changing environment.
- Used to work in multi-talented team to drive a common vision.
- Comfortable in flexible working hours.
- Passion for Technology, Cities and Transportation.
- Transportation planning background and Experience with Government desired
- English is a must, Spanish desirable.

Your skills

- Listen and understand which challenges urban dwellers, city officials, city planners, private operators and other stakeholders face on a daily basis.

- Experience selling tech or consulting services to government, understanding this is a complex and advanced matter, that requires knowledge in the area.
- Ability to understand clients and stakeholders core drivers in order to identify how Urban Radar's platform will make their jobs better and easier.
- High oral communications skills, be able to explain concepts with technical and non-technical audiences. Pitch our vision and business in any environment and situation, including conferences, investors and clients.
- High written communication skills, create professional proposals in response to requests from cities, operators and stakeholders. Write blog and Medium posts and thought leadership pieces.
- Hunt and follow leads and close deals from the beginning to the final stage.
- Build and handle sales and marketing teams, as the company growth with you.

Other:

- Full time position
- Start date: immediately
- Location: Financial District, San Francisco (United States)
- Ability to travel across the US & France as needed

Apply join@urbanradar.io - Send your CV/Linkedin, and a short paragraph about you.

Who we are

- Urban Radar is a smart city startup created between San Francisco and Paris (in partnership with Centrale Supélec's Paris Digital Lab) working to enable public decision-makers with visibility and insights regarding urban mobility
 - We work at the intersection between the private and the public sector building safer, equitable, less congested and less polluted cities.
 - We focus on the interaction of the shared, electric connected mobility with the urban infrastructures
 - We are growing fast. New opportunities come every day from clients and partners. One of your future challenge will be prioritization.
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