

We are looking for you!

Location Acquisition Specialist

in New York City

We are a start-up in the field of energy storage and eMobility.

Swobbee US Corp.
C/O NEULAB, 19 MORRIS AVENUE
BROOKLYN, NY, 11205, USA
www.swobbee.com



About Swobbee:

Swobbee is a growing hardware and software organization dedicated to building a network of battery charging and swapping stations in NYC and beyond. This network will allow users to conveniently swap their e-bike batteries at a station, rather than charge at home. This eliminates range anxiety and ensures safe charging practices.

About the role:

Originally headquartered in Berlin, Germany, Swobbee is expanding to the US and seeking to grow its network of battery charging and swapping stations. We are looking for an outgoing and experienced new team member to specialize in location acquisition. This person will be responsible for finding and scouting new locations, conducting cold and warm outreach, and managing their leads. Compensation for this role will be both hourly and commission-based.

Location Acquisition Specialist

About you

- » You have an outgoing personality—you genuinely enjoy striking up conversation with strangers and have great people skills.
- » You have experience with sales and cold lead acquisition.
- » You are proactive, with a strong sense of initiative and you thrive in fast-paced environments.
- » You are based in NYC and able to travel to various locations within the city.
Bonus if you know NYC like the back of your hand!
- » You are fluent in English, however other languages including Spanish is a plus.
- » You are eligible to work in the United States.

Please note: For this position, we are seeking an independent contractor, so the hours are flexible for a full time or part time role.

Key Responsibilities

- » Identify and scout potential new locations for Swobbee stations within NYC.
- » Conduct cold and warm outreach to property owners, managers, and other stakeholders.
- » Manage and track leads through the acquisition process.
- » Negotiate terms and close agreements for new locations.
- » Attend weekly meetings to report on pipeline.



Sound like you?

Send your resume and cover letter to h.cathey@swobbee.com.
We can't wait to hear from you!