

Job offer!

Bilingual Sales Associate

Chinese-English

Full-Time Contractor
In New York City (In-person)

Swobbee US Corp.
C/O NEWLAB, 19
Morris Avenue,
Brooklyn, NY, 11205,
USA

info@swobbee.com
www.swobbee.com



About Us

Swobbee is a clean-tech startup building battery swapping and charging infrastructure for e-bikes. We help delivery riders save time, earn more, and work safely—while supporting sustainable urban mobility in NYC.

Job Description

We're looking for a motivated, driven Sales Associate to join our NYC team. This is a full-time, on-the-street role focused on onboarding new customers directly where delivery riders work and gather – at rider hang-out spots, restaurants or the neighborhoods they deliver to.

- » **80–90% street sales at delivery rider hotspots**
- » **10–20% lead follow-up and lead management**
- » **Explain Swobbee's service and onboard new customers**
- » **Maintain basic lead tracking in our CRM (Odoo)**
- » **Represent Swobbee professionally in the field**

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Pay & Benefits

- » Full-time contractor (40 hours/week)
- » Flexible schedule
- » Startup environment with growth opportunities
- » Base pay: \$15–20/hour
- » Commission: \$30 per new customer onboarded

Requirements

- » Fluent in English and Chinese (required)
- » Must live in New York City
- » Comfortable working outdoors and approaching people
- » Motivated, reliable, and self-directed

Nice to Have

- » Sales experience
- » Odoo or CRM experience
- » Delivery or micromobility industry experience
- » Connections to the delivery rider community
- » Interest in tech, clean energy, or startup environments



If you're eager to dive into the world of startups and play a critical role in shaping Swobbee's success in the US, we'd love to hear from you!

To apply, please email your resume and cover letter to → **Holland Cathey** (h.cathey@swobbee.com)