



FLIXBUS

Junior Business Development Manager FlixTrain (m/f)

FlixBus – A place to enjoy work and have an impact

We are a global mobility provider with headquarters in Europe and the United States. Since 2013, we have changed the way millions of people have traveled, offering new alternatives for convenient, affordable and eco-friendly travel. Thanks to a unique business model and innovative technology, we have quickly established one of the largest long-distance mobility networks in the world – and our journey has just begun.

To support our ambitious growth, we are now looking for a **Junior Business Development Manager FlixTrain (m/f)** in **Munich** starting **as soon as possible**.

Your Tasks – Paint the world green

- You will build up a new startup within Flix which will revolutionize the railway industry and how people travel
- You will identify and acquire new partners and develop strong, long-lasting trust relationships for new ventures
- You will support by closing new business deals and negotiating contracts
- You will acquire a thorough understanding of key customer needs and requirements
- You will serve as the link of communication between external partners and internal teams throughout Europe
- You will resolve any issues and problems faced by external partners and deal with complaints to maintain trust
- You will play an integral part in changing the transportation industry that will turn into long-lasting success

Your Profile – Ready to hop on board

- Excellent Bachelor/Master degree in Business, Economics or related fields of study
- Work experience in sales, business development, and/or management consulting, or similar
- Ideally, you already have expertise in the transportation industry
- Track record of successful personal and occupational projects with high performance and sales responsibility
- Highly motivated in achievement
- Excellent analytical skills
- High social, communication, and negotiation skills
- Self-reliance, reliability, and conscientiousness
- Fluent in German and English, any other European language is a plus



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Our Perks – More than just a job

- Have an impact. With innovation and smart technology, we are changing the way people travel, and you too can have an impact on this ride.
- Trust-based working. We don't punch the clock – organize your own schedule. We trust in what you do!
- Push boundaries. Everyone is equally important and works together on uncharted challenges alongside inspiring colleagues from all over the world.
- Fun at work and beyond. Discover the world with your free FlixBus rides and join our regular team events – there's always something to celebrate!
- Feel at home. We provide you with a laptop, comfortable working space, free drinks, casual dress code, diverse employee discounts and more.

Want to rewrite the history of mobility with us? Then join our ride and send us your [online application](#).