



<https://fintechordics.com/job/country-manager-denmark-m-f-d-at-ryd/>

Country Manager Denmark (m/f/d)

Description

Currently ryd is available in Germany, Austria and Switzerland. For our European roll-out we are looking for motivated new employees like you to join and support our team.

Responsibilities

- You are responsible to define and execute our local Go To-Market-Strategy, drive proactive business development and manage our business growth
- You lead the acquisition of new petrol station partners for the network of ryd pay in Denmark
- You also acquire new B2B partners (e.g. in-car payment from car manufacturers, navigation systems, banking apps, etc.) to use our ryd pay feature within their applications via our interfaces: API and Web Application
- You identify opportunities to kickstart the success of ryd pay in Denmark
- You prepare together with the headquarter in Munich the B2C approach in the market
- You set up projects with customers and service providers and bring them to success
- You work closely with the growth team in the Munich HQ to develop strategies for a fast growth of your local market
- You are our ryd pay ambassador at regional trade fairs and congresses, bolstering the interest in our solutions and the ryd pay network
- You build up our Nordics HUB for ryd out of Denmark

Qualifications

- You are experienced in selling new technologies, innovative payment solutions or fuel cards
- You have solid professional experience in business development and sales with connections to the petroleum industry
- You embody passion, business sense and have fun closing deals
- You enjoy taking on new challenges and have a talent to arouse curiosity in customers
- You have an entrepreneurial mindset and want to see your topics grow
- You enjoy dynamic environments and handle them flexibly
- You have excellent Danish and English skills
- You work independently and enjoy project organisation

Job Benefits

- By becoming a ryder you will join one of the fastest-growing companies in Europe.
- #shapingryd is one of our values, as we believe that transforming from Start-up to Scaleup can only be achieved together.
- We trust that #bettertogether can only be achieved by you taking ownership from day one.
- We want to have our employees with us for the long haul. You get a

Hiring organization

ryd

ryd is a fast-growing IoT/FinTech start-up from Munich. Our product ryd receives strategic and financial support from three internationally active global companies from the automotive engineering, payment services and insurance sectors.

Founded in 2014, we are literally getting the digital future on the road. ryd pay is the largest cross-brand solution for mobile payment directly at the gas pump. We challenge established (payment) behavior and use cutting edge technology to revolutionize the payment process at the gas station. In combination with the innovative features of our ryd box, we transform every car into a ConnectedCar and make every trip better, whether it be individual customers, connected corporate fleets, or as telematics solutions for insurance partners.

permanent employment contract, competitive salary and a company pension scheme.

- As a Ryder you have flexible working hours and work from your Home Office in Denmark.
- The professional and personal development of our Ryders matters to us. We recognise potential and enhance it. Join us and write your own success story.
- Never Stop Learning! You will get a training budget per year that you can freely allocate to our professional development.
- You want to work from anywhere for a change? With RydFlex you can work abroad for upto 4 weeks anywhere from Europe.
- We care about the overall wellbeing of our Ryders and have an individual membership to ClassPass at Home to ensure you are healthy on a physical and mental level all year round.

Employment Type

Full-time

Job Location

Stockholm

Remote work from: Denmark

Date posted

November 29, 2021

apply