

STUDENT STARTUP JOB: CITY SPACE GROWTH MANAGER GENEVA/LAUSANNE (8h/week)

ABOUT US

We are a Zürich-based startup and operate an online platform for meeting rooms, desks and workshop locations → Workspace2go works like "Airbnb", just for business rooms.

We launched our marketplace in 2016 in Zürich and are now present in over 100 Swiss cities and have more than 1'000 bookable spaces online. Although we are present all over Switzerland, 70% of our bookings are still done in Zürich. We are sure that there is still a lot of untouched potential in Romandie, especially in the Geneva/Lausanne area. Do you agree? In this case you might be the right person for the job! ☺

YOUR ROLE

- You are responsible for growing the number of bookable spaces in Romandie, especially in Lausanne/Geneva
- Your main task is to find/reach out to potential new space providers and convince them to list their space on Workspace2go (it's free for them)
- You'll have guidance from the Startup in Zürich (training, sales material, existing leads etc.), but will work flexibly and independently from Geneva/Lausanne
- Further employment possibilities can be discussed once collaboration has started
- You'll have an interesting compensation model that rewards good results
- Scope: On average around 8h/week, but can be distributed flexibly over 1 month
- Start: Spring 2020
- Duration: open

YOUR PROFILE

- You are a local in Geneva or Lausanne
- You are fluent in French
- You have finished your Matura or Apprenticeship / are studying at a Uni
- You are a communicative and outgoing person and have no problem with sales tasks (cold calls, emails, meeting new people etc.)
- You are conscientious, reliable and committed
- You work independently and goal orientated
- You are willing to take on responsibility
- You are willing to walk the extra mile

COMPENSATION

- Base salary of CHF 15/h (gross)
- Variable compensation based on results (see table below)

Workspace2go Location Range	Location*	Variable Compensation**
+++++	Lausanne/Geneva: Within 3 min walking distance to main train station (Gare de Lausanne / Genève Cornavin)	CHF 50 per new provider acquisition

++++	Lausanne/Geneva: Within 4-8 min walking distance to main train station (Gare de Lausanne / Genève Cornavin)	CHF 30 per new provider acquisition
+++	Lausanne/Geneva: Within 3 min walking distance to a tram/bus stop Other municipalities in Romandie: Within 3 min walking distance to main train station	CHF 20 per new provider acquisition
++	Lausanne/Geneva: Within 4-8 min walking distance to a tram/bus stop Other municipalities in Romandie: Within 4-8 min walking distance to main train station	CHF 15 per new provider acquisition
+	All the rest	CHF 10 per new provider acquisition

* Walking distance according to Google Maps

**Variable compensation payout: 50% on registration, 50% after space had 1st booking

WHAT GUESTS SAY...

...about existing space providers in Romandie:

„Magnifique salle, super bien équipée et nous avons apprécié le fait de pouvoir profiter de l'espace café, aussi très sympathique. On aurait dû prendre de quoi faire une session de burpees dans la salle de sport qui se trouve juste à côté!“
Juliette, February 2020

Interested? Get in contact with us via info@workspace2go.com or 044 512 17 10.

We are looking forward to hearing from you! 😊