



General Manager Washington, DC

About JUMP:

JUMP (a Social Bicycles project) is the future of urban mobility: shared electric bicycle networks that are the quickest, most enjoyable, and most empowering way of getting around a city. In 2013, we pioneered the dockless ‘smart bike’ by integrating an on-board lock and real-time GPS directly onto the bike. Our next generation product is an industry leading electric-assist smart bike share system. Our team of designers, engineers, planners, and operators have built this system from the ground up, and together we have deployed bike share networks in more than 40 locations across 6 countries. Our goal is to transform cities, making them more sustainable, equitable, and livable through electric mobility.

To make that vision a reality, we need to grow our team. Across all disciplines of the company, we’re seeking candidates with the experience, competence, and enthusiasm to dive in headfirst and rapidly solve complex, exciting, and complicated problems. We place tremendous value on our Company’s roots and culture: a mix of ingenuity, controlled chaos, hard work, and sense of purpose. This job opportunity offers a unique chance to join a small, but growing team and make a big impact.

About this position:

As the General Manager of JUMP in DC, you will have the opportunity to shape and lead one of JUMP’s landmark project. You will have a vital role in all aspects of the program’s success, from diverse and intelligent hiring, to engaging and on-brand community outreach, navigating regulatory relationships, driving customer acquisition, motivating the operational team, and beyond.

An ideal candidate will have a passion for metrics, problem-solving, leadership, transportation, team-building, and excellence.

Primary responsibilities:

- Assist in all aspects of pre-launch activities, including:
 - Primary community facing JUMP representative
 - Marketing strategy development and execution
 - Rapid deployment of bicycles & charging infrastructure
- Direct all aspects of day to day operations
 - Initiate key marketing activities, communications, social media, partnerships, and events
 - Oversee high quality and efficient program operations

- Represent JUMP with government contacts, local PR, and the community
- Manage and oversee the project's P&L
- Recruit and hire high performing operations team
- Contribute and share best practices with JUMP HQ
- Grow revenue and ridership

The ideal candidate for this position has:

- Experience: 10 year of business consulting, investment banking, marketing, or operations management experience
- Analytic Thinking: Data-driven mentality and strong business judgment
- Marketing: Deep creative and analytical experience. Proven experience and ability to create, execute, quantify, and improve.
- Entrepreneurship: Must be a self-starter and leader that assumes the risks and rewards of running an innovative sustainable operation.
- Communication: Able to communicate and listen effectively; great written, verbal and presentation skills.
- Leadership: Able to motivate, inspire and create a positive environment for all. Respect all team members and partners.
- Resource Management: Maintain an efficient operation through creative and resourceful methods.
- Education: College degree in business administration, marketing or related field. Advanced degree a plus.
- Passion: Passionate about the overall goals of bike share and sustainable transportation.

Location for this position:

Washington, DC

Please apply to jobs@socialbicycles.com with the following information:

- Cover Letter
- Resume / CV

Equal Opportunity Employer

It is the policy of JUMP to provide employment opportunities without regard to race, color, religion, creed, ethnicity, national origin, alienage, citizenship status, age, marital status, partnership status, disability, sexual orientation, gender (sex), military status, prior record of arrest or conviction (except as permitted by law), predisposing genetic characteristics, or status as a victim of domestic violence, sexual offenses and stalking, and to maintain an environment free of harassment on any of the above-noted grounds, including sexual harassment or retaliation.

JUMP strongly encourages diverse candidates to apply.