



## Motion Forward's purpose

Following 12 months of establishing Motion Forward in Scotland, a Joint Venture between Bike for Good and Vélogik, its directors now seek to appoint a General Manager to lead the organisation through its next exciting phase of growth in the rest of the UK.

Our services are :

- Maintenance for bike share schemes and bike subscriptions
- Digital tools

We already have a strong presence and maintain 50,000 bikes in Europe (Véligo Location around Paris, Vélib in Paris, Free Vélo'v in Lyon, Nextbike in Glasgow).

The General Manager will be responsible for the overall operation of the company, in line with Bike for Good and Vélogik's overall local and global strategies. He'll be focus on business development and the launch of new city locations.

## Principal accountabilities :

### Business Development :

- To lead Motion Forward's sales strategy in the UK as agreed by the Board
- To manage the commercial development of the organisation, partnership opportunities and all external communication and marketing activity
- To seek new business opportunities through effective working with key partners and stakeholders
- To head up Public Relations with Local Authorities, members of Government and other relevant cycling organisations and partners
- To represent Motion Forward at events

### Management & overseeing daily business operations :

- Oversee daily business operations
- To manage the Operations Managers
- To develop and drive initiatives with the management team
- To ensure a stable relational and professional climate that promotes the values of the company
- To oversee employee performance and financial stability
- To ensure that a system is in place for effective communication within the management team, with Bike for Good and Vélogik
- Regular presence during launches in new cities (willingness to travel)



## Financial control :

- To develop, monitor and guarantee compliance with the operating and investment budgets
- To oversee customer & supplier invoicing
- To take remedial action where necessary and to inform the Board of any significant issues
- To ensure that Motion Forward complies with all applicable legal and regulatory requirements (H&S, GDPR, Cyber Security, etc) and appropriate best practices in corporate governance

## Knowledge, skills and experience required :

- Results-driven approach, creating innovative solutions, winning together the right way
- Committed to realising the vision of Motion Forward and can inspire engagement, passion and performance
- Initiative – The ability to work alone and take a lead when hurdles arise or when tasks require completion
- Enthusiastic and dynamic yet collaborative team player with a high degree of integrity and personal responsibility
- Candidates must be able to demonstrate experience of working with a complex stakeholder group and be comfortable and confident in this environment
- Entrepreneurial, results-driven approach, creating innovative solutions, winning together the right way
- Good media and stakeholder manner - approachable, engaging and passionate
- A bridge-builder with an excellent network
- A confident, visionary leader, who can engage with multiple senior stakeholders
- MBA degree or equivalent

Motion Forward pays a lot of attention to its CSR (Corporate Social Responsibility) policy and commits as such to hire, on the same level skills, workers with a disability or people in professional integration.

**Salary :** £45KE-£55KE

**Hours worked :** flexible (30H-37,5H)

**Start date :** ASAP

**Location :** UK

**Reports to :** Board of Directors

Apply to : [candidature@velogik.com](mailto:candidature@velogik.com)



Motion  
Forward



65 Haugh Rd,  
Glasgow G3  
8TX, UK



+44 7933 873419