

## Site Acquisition Lead

April 2026

### About ScootHero

ScootHero is on a mission to electrify last-mile delivery across Southern Africa, offering fleet operators and drivers a complete electric two-wheeler solution – purpose-built electric scooters and motorbikes, a fast-growing battery-swap network with 60-second swaps, and 24/7 on-road maintenance and support– all under one roof. Founded in 2021 by two entrepreneurs who lived the pain of last-mile delivery and petrol bike shortfalls firsthand, ScootHero is already on the road with some of Southern Africa's biggest logistics names, proving that the electric transition makes compelling commercial sense for companies and drivers.

As ScootHero deploys battery swap stations for electric delivery bikes at high-traffic locations like malls, petrol stations and retail sites, their continued growth depends on securing the right sites, quickly and at scale. That's where the Site Acquisition Lead comes in.

### Role Overview

We are looking for a Johannesburg or Cape Town based **property / leasing professional** to lead **site acquisition and deal execution** for our swap station rollout.

This is a **high-volume, repeatable transaction role** focused on:

- identifying suitable sites
- engaging landlords and site operators
- negotiating and closing lease agreements

You will own the process **from first contact to signed lease**, with light involvement in getting sites operational post-signature.

You will have support from the rest of the business, including lead generation and strategic partnerships with major landlords in the country to assist with warm leads.

### Key Responsibilities

- Build and manage a pipeline of sites (malls, petrol stations, retail nodes)
- Engage landlords, property managers and franchise operators
- Present ScootHero's commercial model and secure buy-in
- Negotiate and close simple, standardised lease agreements
- Run multiple deals in parallel with strong follow-through
- Coordinate lightly with the deployment team post-signature

## **Position Details**

- **Location:** Cape Town or Johannesburg with potential travel to other rollout markets
- **Reporting:** Reports to the CEO
- **Start date:** 1 May 2026 or sooner
- **Contract type:** Initial contractor role with potential Full Time Employment pathway for the right candidate
- **Compensation:** Base retainer + per-station success fee (paid after go-live)
- **Hours:** 20-30 hours/week expected, deliverable based

## **Who We're Looking For**

We are looking for someone hungry, organised, and persistent – someone who gets things done and doesn't need to be chased. The following profile fits:

- **3-7 years of experience** in property, site acquisition, commercial leasing, or infrastructure rollout. Energy, fuel retail, logistics, or franchise environments are a strong advantage.
- **Education:** A bachelor's degree or diploma in property studies, business, construction management, or a related field is preferred.
- **Cape Town or Joburg-based with mobility.** This role requires regular in-person visits to sites across Cape Town & Johannesburg and travel to other markets. A car and a valid driver's licence are essential.
- **Dealmaking background.** Experience finding, negotiating, and closing property deals – whether that is as a commercial property broker, a site acquisition coordinator for a fuel group or retail chain, or a leasing manager for a logistics or franchise business.
- **Retail or franchise rollout experience welcome.** An advantage if you have helped a retail chain, food service group, or fuel company roll out new sites.
- **Strong project management instincts.** You are naturally organised. You track your pipeline without being asked, follow up without being reminded, and escalate blockers immediately rather than letting them sit.
- **Commercial confidence.** You are comfortable in a room with a property manager or a franchise owner. You can present ScootHero's value proposition clearly and handle objections without flinching.
- **Self-starter.** ScootHero is a fast-moving start-up. You need to be comfortable building from scratch and finding your way.
- **Technical baseline.** We provide training on the technical requirements to enable site selection to have an informed first conversation with a landlord and flag issues early, so understanding and communicating these requirements is important but deep technical expertise is not. Full technical support is provided by our installation team.

- **Systems proficiency.** Comfortable using CRM and project management tools (experience with Odoo is a bonus). Google Workspace proficiency is expected.

### **Why Join ScootHero?**

- **Real ownership from day one.** You will co-own ScootHero's site pipeline – a function that is central to the company's growth. Your work is directly visible in how fast the network grows.
- **Mission-driven work.** Every swap station you put on the ground reduces carbon emissions, lowers costs for delivery drivers, and helps build the electric mobility infrastructure Southern Africa needs.
- **Founder access and fast decisions.** You will work directly with ScootHero's CEO. Decisions get made quickly. Good ideas get implemented.

**To apply, please fill out our [application](#).**