



## **Business Development Manager**

*Location: Various cities; London, Leeds, Birmingham, Brighton, Cardiff, Newcastle, Manchester & Liverpool*

*Start date: ASAP*

*Job type: Commission-based pay (initially with strong prospect of full-time employment for the right candidate)*

Do you hate seeing good grub being thrown in the bin? Have you got experience in sales or are you hungry to prove yourself in a challenging new area? Are you a hands-on, practical people person who relishes the challenge of getting their hands dirty in an exciting food tech startup? Then a Business Development Manager position with Too Good To Go could be right up your street.

Too Good To Go is a social enterprise dedicated to reducing food waste in the catering industry. We connect restaurants, cafes and bakeries with surplus food to customers who can collect it for a reduced price. Since launching in June 2015, we've rescued over 13000 meals that were destined for the bin across three UK cities. Now we're looking for the right people to help us expand nationwide.

This is a unique opportunity to join TGTG at a crucial stage of our journey. The perfect candidate will believe in our cause; motivated to develop themselves and gain exciting work experience at a young, unique and dynamic organisation; articulate and confident in speaking to people and unafraid of getting knocked back by busy restaurant managers. You'll work closely with team-members from around the UK and a dedicated international team in a role to which the only boundary is your own determination and work ethic.

Expectations:

- Source and target local restaurants, cafes, bakeries, market stalls, supermarkets and other businesses with surplus food that would be suitable partners for Too Good To Go
- Introduce our concept to potential partners and encourage them to join our service
- Add new partners onto the TGTG app and liaise with the on-boarding team to ensure the transition to go-live runs seamlessly

You are:

- Passionate about working towards putting an end to food waste, protecting our planet and combating inequality
- A self-starter and effective independent worker, always keen to learn and develop yourself
- Outgoing and personable with the confidence and ability to motivate and influence others, with strong telephone manner and excellent face-to-face communication skills

Previous experience in sales and business development is preferable but not necessary. This is an opportunity not to be missed in an exciting and disruptive technology social enterprise that truly has the potential to become a major player in the constantly growing food takeaway industry. To apply, please send your CV and a 45-second video outlining why you're the perfect fit for the role to [chris@toogoodtogo.co.uk](mailto:chris@toogoodtogo.co.uk).