



**Job Description: Freelance B2B Sales Staff**

**Location: London**

Too Good To Go is a mobile application dedicated to reducing food waste. We connect food business with surplus food to customers who collect it for a reduced price, avoiding waste and saving our customers money. After rescuing over one million meals around Europe since our launch in late 2015 we're expanding our operations, and looking for motivated sales freelancers to introduce new stores to the Too Good To Go platform in London.

The perfect candidate will believe in our cause and relish the challenge of developing themselves and gain exciting work experience at a young, unique and dynamic organisation. You'll be articulate and confident in speaking to people and unafraid of getting knocked back by busy store 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 to success is your own determination and work ethic.

You'll be paid on a commission-only basis per store you introduce to the app, with a great bonus structure in place to help you succeed and no cap on your earnings.

**Duties:**

- Generating store leads and following up on sales opportunities.
- Cold calling potential store and building relationships - identifying, prioritizing and selling to relevant stores via email, over the phone and in person.
- Working to weekly and monthly sales targets and KPIs.
- Arranging meetings with stores and carrying out product demonstrations.
- Researching the market and identifying potential target stores.
- Managing your own time and working when it suits you.

**Requirements**

We value your personality more than we value your work history and qualifications. Sales experience is an advantage but not necessary, although you should meet the following criteria:

- You must be proficient in English.
- You must be comfortable approaching people with excellent interpersonal and communication skills via telephone, email and face-to-face
- You must be persuasive, confident, flexible and a quick learner ready to excel in a dynamic, constantly changing environment

To apply, please follow the link below to complete the application form. Due to the high volume of applications we receive we regret that we cannot respond to all applicants, but if you are successful one of the team will be in touch shortly.

<https://podio.com/webforms/19111469/1286457>