



**Job Title: Freelance B2B Sales**

**Location: London/Manchester (One in each city)**

Too Good To Go is a mobile application dedicated to reducing food waste. We connect food businesses 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 contractors to introduce new stores to the Too Good To Go platform in London and Manchester.

We're looking to contract one full time sales person in each city, paid a competitive fixed basic rate plus a rewarding commission scheme and comprehensive bonus programme with no pay cap on earnings.

The perfect match will believe in our cause and relish the challenge of developing themselves and gaining exciting experience working with a dynamic, fast-growing organisation. You'll be articulate and confident, unafraid of getting knocked back by busy store managers and ideally with experience of successfully selling a product or service in the past. As an independent contractor, 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 ready to start immediately and will thrive under the flexible working pattern that being a successful sales contractor can bring with it.

**Duties:**

- Researching the market and identifying potential target stores.
- Generating store leads and following up on opportunities to add new stores to the Too Good To Go platform.
- Cold calling potential stores and building relationships - identifying, prioritising and selling to relevant stores via email, over the phone and in person.
- Arranging meetings with stores and carrying out product demonstrations.
- Using our systems to effectively manage your leads and upload sign-ups quickly and easily onto our app.
- Working to weekly and monthly sales targets and KPIs.
- Managing your own time and working when it suits you (min. 37.5 hours per week).

**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 interest we receive we regret that we cannot respond to everybody, but if you are successful one of the team will be in touch shortly.

<https://podio.com/webforms/19175635/1290946>