

Sales Executive: London

40% of food produced is wasted. We're on a mission to change that.

Too Good To Go is a mobile app which reduces food waste by making surplus food from cafes, restaurants and supermarkets available to users. Our users purchase food through the app, collect locally and enjoy knowing they are saving food, money - and the planet!



Too Good To Go is scaling fast across Europe (we're in 6 countries already) with over 2.3m meals saved to date (that's over 6000 tonnes of CO2 emissions saved!). We have big, big plans and we want you to be part of them. We're now building our UK team and looking for hardworking, hungry sales people to come and join our Waste Warrior tribe.

What we need:

- Terrific talkers (and *listeners*) with the ability to quickly connect and establish rapport with potential partners - restaurants, cafes and more.
- Cold Call Kings and Queens - zero fear of the phone and the tenacity to keep trying when things get tough
- Confident relationship builders - whether on the phone or walking in off the street you'll enjoy making connections quickly and presenting the proposition with clarity and passion
- Hungry - you'll be results focused, understand KPIs and driven to ~~hit~~ *smash* targets

What you should have:

- At least 6 months sales experience including telesales
- A genuine passion for the mission
- High energy and self-motivation
- First class communication skills
- The power of persuasion

What we offer:

- Superb (and rare!) opportunity to join a fast scaling pan-European startup with a very real environmental and social impact
- The chance to do something that really matters - every day. Every single partner you bring on board saves meals from going to waste. Bellies not bins!
- Work with and learn from a smart, fun team of highly passionate and dedicated people from around the world who love food and hate waste

- Competitive salary with performance related bonuses
- A Central London office with the opportunity for occasional travel around the UK and Europe
- And let's not forget...lots of FOOD!

How to Apply:

- Fill out the form on <https://podio.com/webforms/19175635/1290946> and we'll be in touch!