

SOLVING THE PROBLEM OF FOOD WASTE

OLIO is the world's only neighbour-to-neighbour food sharing app, and our mission is to solve the problem of food waste in the home & local community. We do this by connecting anyone with spare food – which can be households or local businesses – with neighbours living nearby who would like it. Globally, over one third of all the food we produce gets thrown away, which is worth over \$1 trillion. What few people realise however is that in the developed world, over half of all food waste takes place in the home, with the average UK family throwing away £800 of food each year - collectively adding up to £15bn. OLIO solves this with our award-winning mobile & web apps.

Over the past 3 years OLIO has grown from a local initiative in North London to a global movement. We now have over 750,000 users who have together shared well over half 1.1 million portions of food – with food being successfully shared in 32 countries and counting. Underpinning this incredible growth has been our volunteer programme, with over 25,000 people reaching out to spread the word about OLIO in their local community and rescue unsold food. OLIO is now looking to grow our core team as we embark upon the next exciting phase in our journey.

JOIN OUR TEAM! 6 months FTC + possibility to join permanently thereafter if targets are met

In order to accelerate OLIO to its next level in growth and impact, we are recruiting for a **BUSINESS DEVELOPMENT MANAGER (West London)** to work on OLIO's [Food Waste Heroes programme](#). You will report into Michael Barsties, **HEAD OF THE FOOD WASTE HEROES PROGRAMME**.

The Food Waste Heroes (FWHs) programme involves OLIO matching small groups of waste-busting volunteers with their local street food market, farmers' market, shop, café, bakery, deli, greengrocer, hotel or restaurant. Once matched, the FWHs provide a service by collecting any unsold surplus food at the end of the day. Food Waste Heroes then use the OLIO app to re-distribute the saved food within their local community.

In this role you will be responsible for:

- Identifying small and medium sized food business donor partners (greengrocers, cafes, coffee shops, bakeries, health food stores, delis, etc.) in West London, UK
- Selling OLIO's Food Waste Hero solution to potential food business donors (mostly in person, but also over the phone and via email)
- Recruiting OLIO Food Waste Hero volunteers to help the food donor partners become zero waste and managing these volunteer teams via WhatsApp, email and phone
- Conducting face to face and telephone onboarding of volunteers at new food donor partners
- Stepping in to rescue and redistribute food to the local community as and when needed to stop good food from going to waste and to maintain food business donor relations

Once you have proven yourself you will have great freedom and autonomy, coupled with an enormous opportunity for personal development. All of our roles are remote working roles, however for London based team members there is the ability to co-work as well. We live for our mission, but like to have fun along the way!

IS THIS YOU?

Our ideal candidate will first and foremost be as passionate about our mission as we are! In addition to this, you will have the following experience and skills:

- Previous sales experience, whether selling a subscription, a product, a service or on-the-street fundraising
- Projects, university or voluntary work in the field of social good or environmentalism
- A high level of organisational skills and attention to detail
- Articulate and extroverted
- Ability to convince people with facts and charm
- Willingness to travel regularly within London to visit your target food business donors
- Willingness to visit prospects on site in person 3-4 days a week 6-8 hours a day

- Willingness to work a flexible workweek as required (evenings, weekends) as and when needed to support business donor operating hours

And all OLIO team members share these attributes:

- Self-starters with a 'can-do' attitude
- Resourceful and creative
- Thorough, but able to move quickly and decisively
- A ruthless ability to prioritise
- Excellent communication skills
- Fun to work with 😊

HOW TO APPLY

Please send your CV and covering email explaining why you are the right person for this role to careers@olioex.com with the subject line - Application: FWH Business Development Manager (West London).