

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 \$1.2 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 USA family throwing away over \$2000 of food each year – most of which is edible, and would have been gratefully eaten by someone nearby! OLIO solves this with our award-winning (receiving the 2018 UN Momentum for change climate action award) 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 800,000 users who have together shared well over half a million portions of food – with food being successfully shared in 46 countries and counting. Underpinning this incredible growth has been our volunteer programme, with over 30,000 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!

In order to accelerate OLIO to its next level in growth and impact, we are recruiting for a **Bay Area Market Manager**, who will report into both the **Co-Founder & International Expansion Manager**.

OLIO already has a small but strong user base of 18,000 people in California, and very promising early signs of traction in the Bay area due to a small team of volunteers and a network of food business donors from which volunteers pick up surplus food. The Market Manager will support the existing community whilst also enabling it to grow significantly.

This is a full time role on a fixed term contract basis. The contract is for 12 months and the remuneration is \$5,000 per month, with the opportunity for the contract to be extended depending on performance. Travel expenses will be reimbursed.

In this role you will be responsible for:

- Developing and implementing a growth strategy for the Bay Area (to grow users, volunteers, listings, partnerships and food business donors)
- Engaging local users and promoting the OLIO app through a wide variety of offline and online initiatives
- Managing demand and supply to ensure that the OLIO marketplace for surplus food clears efficiently
- Selling in OLIO's Food Waste Hero solution to potential food business donors and recruiting and managing volunteer teams to collect the donated food
- Building productive partnerships with local governments, media outlets and community groups
- Managing a budget dedicated to local / digital advertising in collaboration with OLIO HQ
- Coordinating and hosting events to bring the OLIO community together

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 we leverage WhatsApp, Google Hangouts and email to create a supported working environment. 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:

- Relevant start up experience, ideally growing a consumer facing, two sided marketplace in the Bay Area
- Professional, project, academic or voluntary work in the field of social good or environmentalism (passion!)
- Articulate and extroverted, the ability to convince people with facts and charm
- Exceptionally high level of organisational skills and attention to detail

- Willingness to travel regularly across the Bay Area to visit food business donors and rescue food (must have own car)
- Willingness to work a flexible workweek as required (evenings, weekends) to support business donor operating hours
- Be an active OLIO user (having downloaded the app and shared a few items) and registered to take part in our Food Waste Hero Programme (can be done on our website under 'Get Involved')

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 and sales skills
- Fun to work with 😊

HOW TO APPLY

Please send your resume and covering email explaining why you are the right person for this role to careers@olioex.com. Please use the subject line – Application: Bay Area Market Manager