



## SOLVING THE PROBLEM OF FOOD WASTE

Food waste is one of the most serious problems facing humanity today. 40% of all food produced globally is thrown away, which equates to an annual value exceeding \$2.7 trillion. Meanwhile, 800 million people are starving or malnourished, including 10% of Singaporean households who are living in 'food poverty.' And the environmental impact of food waste is catastrophic. It takes a landmass larger than China just to grow the food that we never eat, and discarded food accounts for 25% of our planet's total freshwater consumption. Overall, according to a recent report by Project Drawdown, food waste is the single most important issue to tackle if we are to avoid the worst effects of the climate crisis.

OLIO's mission is to solve the problem of food waste in the home & local community. We connect neighbours with each other, and volunteers with local businesses, so that surplus food (and other good things) can be shared, not thrown away. Over the past 5.5 years OLIO has grown from a local initiative in North London to an international movement. We have 5 million users across 61 countries (and counting!) who have collectively shared more than 40 million portions of food.

Underpinning this incredible growth has been our [Food Waste Heroes programme](#), which matches OLIO's trained volunteers with nearby businesses to redistribute surplus food via the OLIO app. OLIO volunteers, who number over 40,000, collect and share food from 5,000+ business locations every week.

## JOIN OUR TEAM!

In order to accelerate OLIO to our next level in growth and impact, we are recruiting for a **Singapore Country Lead**. You will take the lead on scaling the OLIO business in Singapore, reporting into the Director of International Expansion.

Over the next 2.5 years, we will be growing OLIO's:

- Team from 60 to 150+
- Revenue from £2m ARR to £20m+ ARR
- Community from 5 million members to 25+ million, and 5+ million listings per month
- Presence in a small handful of markets to a dozen international markets

In this role you will be responsible for:

- Building and delivering a growth strategy for Singapore, working closely with Central Growth & Engagement, Marketing and Product teams.
- Spreading the word about OLIO on the ground (eg. organising local community events)
- Building and owning relationships with policy makers, journalists and other key stakeholders (charities, environmental community members, etc).
- Managing relationships with local brand and PR agencies.
- Understanding the user needs in Singapore to inform our local growth strategy.
- Reporting on Singapore data insights and performance.
- Supporting the Singapore Business Development lead in key sales meetings with retailers for the Food Waste Heroes programme.
- Representing OLIO in Singapore at events, conferences and in the media.

Once you have proven yourself you will have great freedom and autonomy, coupled with an enormous opportunity for personal development. OLIO is a remote-first company and our culture allows us to work together efficiently, effectively, and autonomously while still feeling connected with your colleagues.

PS We live for our mission, but we 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:

- At least 5 years experience working in a fast paced environment in Singapore
- A generalist who is equally comfortable meeting with policy makers, building a country strategy and executing (analysing data, organising community events, spreading the word about OLIO on the ground)
- An entrepreneurial mindset, passion for building things, working towards a shared goal, and ownership of outcomes
- Experience being a leader among peers, influencing cross-functional teams and setting an example for others
- Hands-on person and enjoy working both independently and with cross-functional teams to get things done
- Excellent interpersonal and communication skills for building and developing stakeholder relationships (eg. media, policy makers)
- Excellent use of insights and data-driven decision making

And all OLIO team members share these attributes:

- Mission obsessed
- 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
- Diverse (18 nationalities, 21% LGBTQT+, early 20s to 45+)
- 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 [natasha@missiondriventalent.co.uk](mailto:natasha@missiondriventalent.co.uk) with the subject line - Application: SG Country Lead