



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 18% of Mexican 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 56 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 its next level in growth and impact, we are recruiting for a **Business Development Manager** in Mexico City. You will take the lead on scaling up our award-winning Food Waste Heroes programme in Mexico, reporting into the Head of Business Development.

In this role you will be responsible for:

- Conducting market research and identifying businesses that are looking to reduce their food waste.
- Generating leads and reaching out to prospective customers via email/ phone/ face to face.
- Developing and managing your own sales pipeline.
- Meeting with prospects/ clients face to face or over the phone.
- Cultivating strong relationships with new clients, while maintaining existing client relationships.
- Working closely with staff across departments to implement the Food Waste Heroes programme at new client sites.
- Drafting sales pitches, presentations, reference material, and other documents as required.
- Attending conferences and events where appropriate.
- Collating and maintaining client information in the CRM database.

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:

- 2-3 years B2B sales experience.
- Fluent in English and Spanish.
- Tenacity and drive to seek new business and meet or exceed targets.
- A strong track record of meeting or exceeding sales targets.
- Excellent interpersonal skills for building and developing relationships with clients.
- Work, projects, university or voluntary work in the field of social good or environmentalism.
- A high level of organisational skills and an immense attention to detail.
- Proactivity and a sense of ownership (accountability) for your work.

- Efficient, concise communicator in speaking and writing.

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
- Diverse (18 nationalities, 21% LGBTQT+, early 20s to 50+)
- 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 with the subject line - Application: Business Development Manager MC