



ENDING WASTE, ONE SHARE AT A TIME

Olio is a sharing app for local communities. We're on a mission to solve the climate crisis by ending waste, one share at a time. The app offers a simple solution to surplus stuff — by enabling households and businesses to pass on unneeded or unsold items to someone local who'd value them. In the beginning, we fought food waste. Today, we fight anything going to waste.

The stats on waste are stark. To take just 2 examples: 50% of the clothes in our wardrobes are never worn; and over 1/3 of the food we produce globally gets thrown away (half of that happens in the home). Olio tackles this problem by empowering us all to be part of the solution. We believe that sharing has the power to transform us as individuals, our communities and the future of the planet. That's why Olio isn't just an app fighting waste — it's a movement for optimism.

Over the past 7 years Olio has grown from a local initiative in North London to a global movement. We now have over 6.5 million users who have given away 86 million portions of food and 8 million household items in 62 countries.

Underpinning Olio's incredible growth has been our volunteer programme, with over 75,000 people reaching out to spread the word about Olio in their local community. We also work with over 4,500 business locations across the UK via our [Food Waste Heroes Programme](#) — including Tesco, Pret, Costa and Iceland — to enable them to have zero food waste locations.

We have a bold vision to build the future of consumption — which is hyper-local and sustainable — and reach 1 billion Olio-ers by 2030. Our work has been widely recognized, most notably by the United Nations who highlighted Olio as a "beacon" for the world, and by Vivatech who awarded Olio "Next European Unicorn".

JOIN OUR TEAM!

To help take Olio's growth and impact to the next level, we're recruiting for a **Sales Development Representative** to help ensure Olio meets its revenue and growth targets. You will report into the SDR Lead, working as part of the Food Waste Hero team to convince as many businesses as possible to redistribute their food surplus to local communities through Olio.

In this role you will be responsible for:

- Owning the early stages of the sales process for your assigned verticals - generating, qualifying and closing new sales leads.
- Initiating contact with potential customers through cold-calling, email and LinkedIn outreach, and responding to inbound enquiries.
- Monitoring and attending meetings with prospects while handling the introductions and follow-up with the sales team.
- Establishing active communication and engagement with prospects to create new leads and sales openings.
- Experiment with different outreach methods and orders to help us develop the ideal outreach process
- Conducting market research and identifying businesses that are looking to reduce their food waste.
- Collaborating with the sales team to ensure the company's goals and targets are met.
- Bringing innovative lead generation ideas to weekly sales meetings.
- Collating and maintaining client information in the CRM database.

This is an incredibly exciting time to join Olio and help us unlock our full potential. Olio is a remote-first company with an incredibly strong culture — listed as the 4th best place to work by [Escape The City 2022](#) and recently awarded B Corp status, which means we're committed to the highest standards of social and environmental performance, transparency, and accountability.

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:

- 6 months-2 years B2B sales experience.
- The confidence to make regular cold calls and remain resilient.
- Tenacity and drive to seek new business and meet or exceed targets.
- Strong desire to learn and develop new skills.
- 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 attention to detail.
- Proactivity and a sense of ownership of your work.
- Clear, concise communicator in speaking and writing.

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
- Fun to work with 😊

We boast a diverse team: with 28 nationalities, across an age range that spans early 20s to 45+, with 24% identifying as coming from a lower economic background, and a strong female presence in the company (59%).

Our team members come from a range of ethnic backgrounds (24%), as well as from the LGBTQ+ community (29%), and those who identify as neuro-divergent (38%) and disabled (6%).

We are part of the [All-In Promise](#), and we are committed to keep this going as we grow, and encourage people from all backgrounds to apply.

HOW TO APPLY

Please fill in [this form](#). If you have any issues submitting the form or need to contact us, please email us at sales@Olioex.com with the subject line - **Application: Sales Development Representative**