

## **Sales internship**

Too Good To Go is the world's number 1 app for fighting food waste. We **reduce food waste** by making surplus food from any food stores available to citizens. The magic of Too Good To Go has been spreading rapidly across Europe, with **over 600 thousand meals saved just in Portugal!**

We're growing fast with **15 countries** currently active and more coming, and we've just been named "Europe's hottest startup 2019". But here's what really matters: through our app, we have more than **37 million users**, we've saved more than **71 million meals** from the bin!

### **Key responsibilities:**

- Prospection: you're in charge of looking for & contacting prospects following a detailed strategy. You do everything you can to introduce them to our solution.
- Negotiating and persuasion of prospects: you use your best arguments to convince stores to join Too Good To Go and fight against food waste
- Stores onboarding: you sign and onboard your store, you make sure that stores give us all necessary info and also have all info they need!
- Follow-up with stores: for 1 month to set things up well with the
- Reporting to our Waste Warriors, join the tribe & help us convince loads of stores to join the fight
- The role might require some travel

### **Why you are the food waste warrior we've been looking for:**

- **For students who are finishing their degree or master and have availability for a full-time internship during 3 months**
- Bachelor of Business Administration, Management, Marketing, Economics is a plus
- You are fluent in Portuguese and in English
- You love Lisbon and have a lot of connections in the city
- You love the idea of a fun & stirred start-up culture with a cozy chaotic work environment
- You're dynamic, ready to change the world and of course, you strongly believe in Too Good To Go!
- You're good at Google Docs, MS Office and Salesforce.
- Cold call Kings and Queens - zero fear to speak by phone and the resilience to keep trying when things get tough.
- You're a terrific talker (and listener) with the ability to quickly connect and establish a relationship with potential partners - restaurants, coffees, etc
- You're independent, you know how to schedule your time to handle several projects at a time

## Benefits

- Great opportunity to join a young hard worker team and also to be a pioneer in a fast scaling young international company with a very real environmental and social impact
- A culture where we put a lot of time and investment in coaching, training and your personal development
- Space to develop your ideas and your career in a multicultural team, in a fast-growing company.
- Do you like animals? You can bring your dog!
- A cozy office in the center of Lisbon
- The chance to do something that really matters - every day!

## Our Values :

- We fight together: food waste is a big beast to fight. We can do it if we fight together as Waste Warriors with no ego. We believe in a #oneteam.
- We raise the bar: we always push for more. We work smart, smash barriers and elevate one another.
- We keep it simple: our ambitions are bold but our solutions are simple.
- We build a legacy: we're proud of the change we're driving.
- We care: we always look out for each other. Caring is also about the way we do business. We do the right thing.

## Are you interested?

- Please send your application including CV
- **Deadline: start on 24th May!**
- We're looking forward to getting to know you!