Sales Associate (gn)

Stellenanbieter: Too Good To Go GmbH

At Too Good To Go, we have an ambitious mission: to inspire and empower everyone to fight food waste together. More than 1/3 of all food produced in the world is wasted. And that has a huge impact on the health of our planet. 10% of greenhouse gas emissions come from food waste and loss.

Through our marketplace app, we connect businesses that have unsold, surplus food with consumers who can buy and enjoy it at a significantly reduced price. We are a certified B Corporation with a mission to empower everyone to take action against food waste. Alongside our marketplace app, we create educational tools, explore new business solutions, and influence legislation to help reduce food waste.

Too Good To Go was named in FastCompany’s March 2022 list of the World's Most Innovative Companies, and was honoured to be included in TIME’s list of the 100 Most Influential Companies of 2022.

We’re looking for skilled people with diverse skills and backgrounds to add to our rapidly growing team. That is where you come in: we’re looking for a

Sales Associate (gn)

to join us and support growing our impact across!

Your day will be varied, but with lots of tasks that need to be completed on a daily or weekly basis, and it'll be your responsibility to schedule these appropriately.

A large part of the day will consist of supporting our Buying/ Partner Managers with all required sales administration. This could include following up with our suppliers to receive correct invoices, ensuring a smooth process of data collection from our suppliers and ensuring all information is documented in the correct systems in an accurate and timely fashion.

This is a newly created role, ideal for someone who thrives in a dynamic environment, enjoys working with data, and wants to develop foundational experience in B2B sales and sustainability-focused outreach.

Aufgaben

- Reporting & Data Accuracy: Maintain and update internal systems to ensure clean, accurate, and current partner data. You are familiar with Excel or Google Sheets.
- Sales Support: Customise marketing and sales assets for Partner Managers and assist in producing key sales performance reports.

- Product Information: Verify and update item descriptions for clarity and accuracy.
- Stock Transfers: Assist with intercompany stock transfers

If needed, you may also support the Partner Managers with tasks related to lead generation and partner acquisition. Collaborating with them to identify, develop, and nurture new B2B leads using tools like LinkedIn Sales Navigator and outbound calls.

Anforderungen

- You have excellent attention to detail - accuracy is important to you! You're meticulous in your work and love spotting inconsistencies.
- You possess a methodical and structured approach to work - you'll have lots of different daily tasks and will need to deal with large quantities of data across multiple systems
- This is an entry-level position, so we are not looking for years of experience. What we want: curious individuals who are eager to learn, grow, and commit to a mission-driven company
- You are fluent in German and English.
- Being fluent in any other language like Polish will be a plus!
- You are based in Berlin
- You're eager to learn about outreach, acquisition, and relationship management.
- You are a team player who embraces the overall purpose of Too Good To Go and is ready to embody our values to be passionate, growth-minded, resourceful and creative

Benefits

- A rare opportunity to work in a social impact company (and certified B Corporation!) where you can see real and tangible impact in your role.
- Working alongside an international community of users, partners and 1,350+ colleagues across 19 countries that are on the same important mission.
- Personal and professional development opportunities in a fast-paced scale-up environment.
- An inclusive company culture where you can bring your authentic self to work
- A strong, values-driven team culture where we celebrate successes and socialise with colleagues who care to offer

Our values

- We Win Together
- We Raise the Bar
- We Keep It Simple
- We Build A Legacy
- We Care

Bewerbungsprozess

- We take recruitment very seriously, so please carefully read everything we have written above. Please also check our website and international media to get a good overview of Too Good To Go
- Submit your CV and Cover letter in English.
- Please note that we only accept applications coming through our platform. No CV or Cover Letter will be accepted by email or LinkedIn direct messaging
- The application process consists of a short video call with Talent Acquisition, followed by an interview with the Hiring Manager.

Too Good To Go is an equal opportunity employer

Job Ref - #LI-CR1 #LI-Hybrid

A Movement for Everyone

We want to inspire and empower everyone to fight food waste together. With that mission, it's only natural that we want to build a diverse and inclusive team of highly capable individuals who are passionate about doing things in a better way. We strongly believe we all excel and are more creative when we're allowed to be ourselves, and we're committed to a culture where all of us belong.

We are an equal opportunity employer and all employment is decided on the basis of qualifications, merit and business need. If you need reasonable accommodation at any point in the application or interview process, please let us know.

- **Anstellungsart:** Befristetes Arbeitsverhältnis
- **Arbeitszeit:** Vollzeit

Einsatzort: Berlin / hybrid, Deutschland

Stellenanbieter: Too Good To Go GmbH
Köpenicker Straße 154A
10997 Berlin, Deutschland

Online-Bewerbung:
https://job-boards.greenhouse.io/toogoodtogo/jobs/6615354003?gh_src=9fq23t1u3us

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greenjobs.de-Adresse dieses Stellenangebots: https://www.greenjobs.de/a100147716