

Sales Executive

★ Full-time job offer (possible Head of Sales) - available immediately.

We are looking for you.

At Eaternity we are selling an application that does enable individuals, institutions and restaurants to calculate and optimize their own menus, label them with the CO₂-value. By providing an easy accessible and cost-efficient way our application makes it possible to have transparency on the environmental and health impact of our food to become widely available in society.

To support the development of our businesses towards expanding internationally, we are looking to strengthen our team located in Zurich, Switzerland with a sales executive with passion for sustainability.

Are you interested?

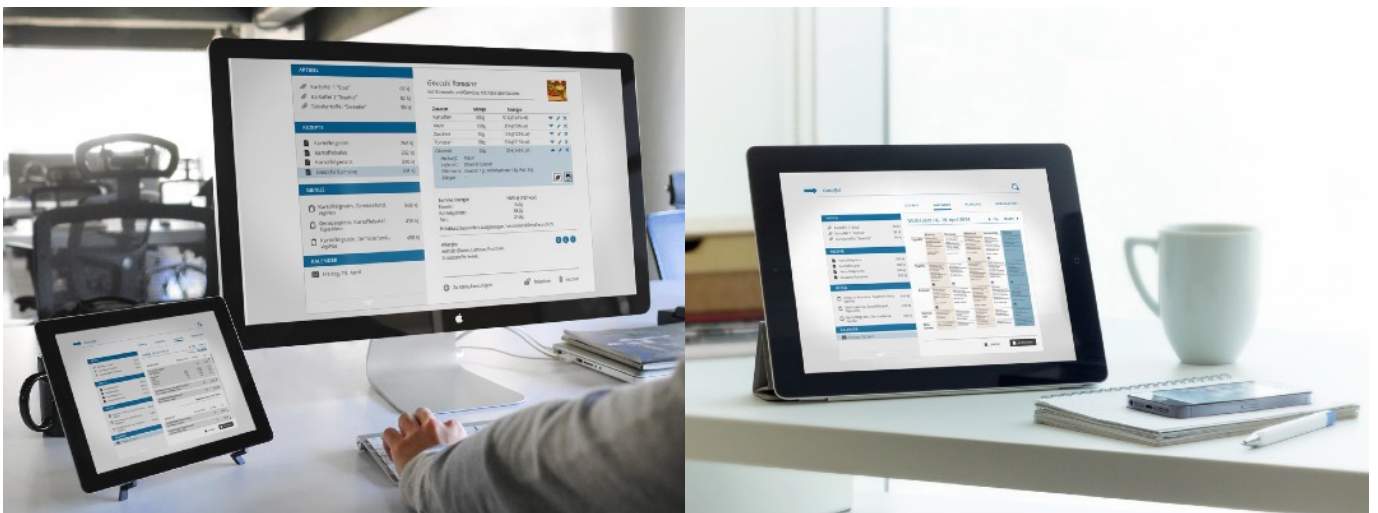
Applications are possible latest **1st of December 2017** - we will process suitable candidates earlier.

Description

As Eaternity's sales executive you'll be driving our success by finding, building and closing deals in the food service industry. Working closely with our team, you can focus on delighting our clients and insure quality and build the reputation in our product.

Benefits

- ★ You will be part of a small, young and skilled team of great people at a **world changing social start-up**.
- ★ Single digit equity stake in Eaternity, vested over 3 years.
- ★ You will drive and have direct influence on the **development of our product**.
- ★ You will receive commission on every deal Eaternity makes.
- ★ You will collect valuable experience in a start-up team culture and your contribution will make the key difference to Eaternity's success story and the direct **environmental impact** it will have.



Requirements:

- ★ More than 2 years of experience in building client relationships, opening contacts and closing deals.
- ★ Strong work ethic and discipline. Persistence. Don't miss to report on sales progress by yourself.
- ★ Possibility to work on commissions and equity, next to a relatively moderate salary.
- ★ Be passionate, earnest, honest, open and have the ability to admit it when you are wrong.
- ★ Interest in sustainability, social business and food, together with the motivation that we can change the world.

Attributes we aspire to find:

- ★ Fluent in German, English and at best also French.
- ★ Obsession with solutions for a sustainable planet
- ★ Any sort of experience in the food service sector
- ★ Experience in copywriting.
- ★ Entrepreneurialism
- ★ Described by others as the best sales person they know
- ★ Sense of humor
- ★ Can put out fires under pressure when things go wrong

What you will be working on:

- ★ You will be directly reporting to the founders
- ★ Providing weekly updates on number of contacts, contracts and leads
- ★ At least one sales success story in the first 2 weeks of your employment. Some more in the next weeks.
- ★ Pipeline and CRM management with with asana and hubspot.
- ★ Customer segments include: CSR departments of big companies and municipalities, caterers, individual restaurants, restaurant software provider, food products supplier

About Eaternity <http://www.eaternity.org/about/>

Eaternity has the vision to establish climate friendly meals in society. Our experience and strong scientific expertise along with our solid and extensive CO₂-database, forms the backbone of our organization. We are about to expand our work on a larger scale and targeting more people by developing a web-application.

We are passionate about changing the world through great software and we are looking for exceptional people to join us in that mission. Our approach is to assemble a small, tightly knit collective of extraordinarily talented peers, while pursuing impact and revenue goals typical of larger enterprises. We believe this approach gives individuals greater ownership and input into decisions, and makes for a more efficient and happier workplace.