

Too Good To Go Italy Srl

Via San Francesco D'Assisi 15
20122 Milano - Italia
P.IVA 10687040963



OFFERTA DI TIROCINIO CURRICULARE Business Developer & Waste Warrior - Intern

Company description

Too Good To Go is currently looking for Interns to join their Inbound Sales team in Milan. A third of the food produced in the world is wasted. And that has a huge impact on the health of our planet, 8% of greenhouse gas emissions coming from food waste! At Too Good To Go, we have an ambitious goal: To inspire and empower everyone to fight food waste together. We are the world's #1 app for fighting food waste. We work with thousands of restaurants and food retailers to make their surplus food available to local consumers. The magic of Too Good To Go has been spreading rapidly across Europe and now also the US, with over 65 million meals saved across 15 countries to date. We're proud of what we've achieved so far, but did we mention the issue is huge? We are expanding our team as we speak. And that's where you come in: we're looking for an Intern to join our Inbound Sales team for 3 months.

Offer description

As an Intern in our Sales team, you will support the team in the following activities:

Proactively engage potential stores and build relationships.

You will need to find, access and onboard the right stores via email and phone and visits. You will spend +70% of your time discovering new partners.

You could also travel around your city/region with your tutor and establish strong relationships (main locations are: Siena, Pisa, Firenze, Prato, Campi Bisenzio, Empoli, Lucca, Livorno).

The mission is developing the Italian market, with the aim to become a wonderful network that will inspire future generations.

Requirements

- Hungry - you're results focused, understand KPIs and driven to hit smash targets
- Terrific talkers (and listeners) with the ability to quickly connect and establish rapport with potential partners - restaurants, cafes and more
- Confident relationship builders - whether on the phone or walking in off the street you enjoy making connections quickly and presenting the proposition with clarity and passion.
- The company is looking for highly motivated students.

Languages:

Mother tongue in Italian, English fluent.

Compensation:

- €300,00/month for the first trimester.

- 10 Magic Box Voucher.

Location: Sede operativa Via del Campo D'Arrigo 42/r, 50131 Firenze FI

Functional area: Sales & Customer Operations.

Approximate period: Start date 3rd May- 30th July.

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