



INGREDIENT SALES

What if the #1 solution to climate change is also a billion-dollar market opportunity?

We have built a leading platform for upcycled food ingredients and innovation. Through our partnership model, we are launching a versatile range of upcycled products and value-added applications to tap into this opportunity to authentically, impactfully, and profitably align the food we eat with the planet and people we love.

We are hiring for an entrepreneurial ingredient salesperson to enthusiastically execute B2B sales initiatives to food brands, manufacturers, and food service operators. We are looking for an energetic revenue-generator who is eager to get on the ground floor of the food industry's next megatrend. Your job will be to generate new business and help our mission scale.

Are you a people person looking for a long-term opportunity to get in on the ground floor of an industry-changing startup? Do you have relevant experience selling to food businesses? Or are you excited by the opportunity to learn? We will provide the tools and direction that create opportunities for lasting relationships and success.

LOCATION: Home-based

DUTIES*:

- Identify, research, nurture, and close new business opportunities
- Develop and maintain strong customer, distributor, broker and stakeholder relationships
- Execute and improve upon sales strategies to grow business meet revenue goals
- Maintain awareness of products and industry trends
- Provide excellent customer service
- Attend to daily tasks (e.g. CRM management, scheduling, order processing, documentation, etc.)
- Prepare and present regularly scheduled sales reports to management
- Attend and participate in weekly sales meetings
- Collaborate cross functionally with broader team

JOB REQUIREMENTS:

- Passion for advancing the company's sustainability mission
- College degree preferred but not required
- Food ingredient and food industry experience desired but not required
- Self-starter with ability to take initiative and prioritize tasks
- Thrives in a dynamic and entrepreneurial team environment

- Outgoing personality
- Strong written and verbal communication skills
- Organized and systems-oriented
- Excellent with spreadsheets, presentations, and online tools (web meetings, collaboration tools, etc)
- Willing to travel for customer on-site meetings and trade shows
- Appetite for learning and desire to continue sales and industry training
- No task too small attitude

COMPENSATION:

- Salary + Performance Bonus + Stock Options
- Healthcare, Paid Vacation, Paid Sick, Paid Holidays, Wellness stipend, Travel Reimbursement
- We prefer to promote from within—loyalty and longevity with the company are highly valued and rewarded

We are an equal opportunity employer. M/F/D/V

APPLICATION PROCESS:

Our anticipated start date for this role is June 2023. Please email your resume and a brief note to info@upcycledfoods.com

*This job posting is intended to describe the general requirements for the performance of this job. It is not a complete statement of duties, responsibilities or requirements.

ABOUT UPCYCLED FOODS, INC.

Upcycled Foods, Inc. (UP, Inc.) powers the B2B upcycled food economy with product development expertise, cutting-edge technology, and a growing portfolio of ingredient solutions. With its innovation hub – the Upcycled Food Lab – the company leads the way for food makers as the go-to development partner. Upcycled products close the loop on some of the food system’s most overlooked and undervalued supply chains while delivering on taste, nutrition, and functionality. The company launched with ReGrained SuperGrain⁺®, which catalyzed the growth of the upcycled food industry. Upcycled Foods Inc. is a proudly certified Public Benefit Corporation and 1% For The Planet member, and cofounder of the Upcycled Food Association. Learn more at UpcycledFoods.com