

Love Food, Hate Waste? Come make a difference with FoodMesh!

Title: Senior Manager, Sales and Business Development

Type: Full Time Employment

Location: Vancouver, BC. Remote work possible with travel when required.

Compensation: \$125K Base (\$175K OTE) + stock options + health benefits

Overview:

Are you seeking meaningful work with a growth driven company on a mission to combat food waste reduction? We are searching for an experienced sales leader who can help take our company into our next chapter.

Key Responsibilities:

- **Architect the Sales Motion:** Design and lead a repeatable, scalable B2B sales process for a multi-service platform across new verticals (Organic diversion, data services).
- **Complex B2B Consultative Selling:** Lead high-stakes, multi-stakeholder sales with C-suite executives in ESG, Operations, and Sustainability and food sectors.
- **Design and Implement - Sales Strategy** - the architect of the sales engine,
- **Strategic Pipeline Management:** Proactively identify and secure a consistent pipeline of enterprise-level opportunities through the full lifecycle from inception to contract.
- **Cross-Functional Alignment:** Collaborate with Product, Operations, and Tech teams to refine our solutions based on real-world customer pain points and data-driven insights.
- **Revenue Ownership:** Set and own quarterly and annual revenue targets, providing accurate forecasting and market trend analysis to the executive team.

What We Are Looking For (Requirements)

- Proven Growth Leader: 7+ years of professional sales experience, with at least 3 years in a leadership role growing a B2B sales team.
- Solution Sales Master: Deep proficiency in Consultative/Solution-based selling methodologies (e.g., SPIN, N.E.A.T., or similar frameworks).
- Complex Cycle Expert: Experience managing long, multi-stakeholder sales cycles (\$50k-\$500k+ deal sizes) within SaaS, ESG, or Logistics.
- Mission Aligned: A genuine passion for food waste reduction and the circular economy.
- Domain experience an asset - Food waste, organic diversion, food systems

About the Company

[FoodMesh](#) is a Vancouver based-food recovery service provider building scalable digital solutions to simplify and digitize the redistribution of surplus food. Our work is rooted in reducing avoidable food waste by developing viable business tech solutions for food businesses targeting waste reduction goals. We are an Equal Opportunity employer committed to a diverse and just workforce.

To Apply

Please send CV and cover letter to FoodMesh at jobs@foodmesh.ca