BEE part of the CHANGE

JOB OFFER – AUGUST 2019

beelong
The ecological food indicator
Beelong

Mission

Our mission is to promote transparency within the food industry and to communicate the impact of food on the planet, in order to help brands, restaurants and consumers to reduce it.

History

Beelong was born at Ecole hôtelière de Lausanne in 2008 and was incorporated in 2014. The first version of the eco-score was created in partnership with EPFL, UNIL and Quantis. Following various tests on field with restaurants as well as with the scientific community, Beelong was then officially supported by Canton de Vaud through its strategy for responsible food sourcing within public canteens. Since then, Beelong kept developing in Switzerland and works with over 130 restaurants and major food brands and distributors.
Did you know?

Food is responsible for 28% of global greenhouse gas emissions in Switzerland, far ahead of mobility*

28% - Food
24% - Housing
12% - Mobility

But it’s possible to reduce this impact significantly (up to 50%) by implementing simple changes**

*www.environnement-suisse.ch (OFEV) **www.meschoixenvironnement.ch (OFEV)
Main activities

Restaurant diagnosis

We help restaurants all over Switzerland to reduce the impact of their food purchases on the environment. We provide a full report that points out all the good practices as well as the possible improvements areas. Restaurants also have access to specific recommendations to implement that will reduce their ecological footprint.

Product evaluation

We work directly with major food brands as well as small producers and distributors. We help them communicate the environmental impact of their products to their end customers thanks to our eco-score. The eco-scores are currently available in various e-shops, on products packaging, in grocery stores and on delivery notes.

Consulting

We share our specific knowledge on the catering industry and the food market to help our clients define realistic objectives and achieve them.
We work with the private sector, as well as with institutional clients and also with the swiss government.
Job offer

Your mission!

Your mission is to BE part of the CHANGE!

We are shaping the future of sustainable food in Switzerland and we want you to help us grow faster and stronger.

We are looking for someone who will be in charge of business development in Switzerland (with a strong focus on the German part of Switzerland) and who will also act as a client advisor. You will evolve within a dynamic and entrepreneurial environment and you will get in touch with major stakeholders of the food industry – restaurants, suppliers, food companies, state entities and committees, etc.

this job is a real opportunity to have a substantial impact on our food industry!

Useful info

Title: Business Development Manager

Employment rate: 100%

Starting date: asap

Type of contract: long term

Where will your office be located? You’ll work from home, so wherever your home is (between Lausanne and Davos)! You’ll travel around Switzerland (please install SBB Mobile app!)

Beelong’s office: main office is in Lausanne, you’ll have to come from times to times for meetings.

Salary: fix rate + bonus as a percentage of sales
Job offer

Your responsibilities

➢ Business development: develop a commercial strategy according to the company resources and objectives
➢ Sales kit: develop or improve current sales kit for restaurants and food brands (in both French and German)
➢ Prospection: acquire clients in the catering industry (institutional canteens, company restaurants, etc.) in the German part of Switzerland. Be the account manager to create and maintain a good relationship. Provide client feedback to the rest of the team in order to constantly adapt and improve our products/services
➢ Business watch: keep the team informed of the competition, market and any relevant news for the company
➢ Strategy: participate in the company strategic meetings and bring inputs

Your wonderful skills

✓ Excellent oral and written expression in German and/or Swiss German
✓ Good understanding of French
✓ Excellent interpersonal skills
✓ Minimum 2 years experience in sales or in the HORECA market or agri-food market
✓ Good knowledge of MS Office
✓ Autonomous, rigorous and organized
✓ Polyvalent, proactive and critical
✓ Personal interest for the restaurant industry, food products, sustainable development, etc.
✓ ... anything you want to add? Feel free!
Application

We can’t wait to receive your application!

Please send your CV and cover letter at info@beelong.ch

Beelong
c/o Ecole hôtelière de Lausanne
Route de Cojonnex 18
1000 Lausanne 25
www.beelong.ch