



About FreshFind

FreshFind (<https://freshfind.ca>) is the best source for local grocery and artisanal products. We connect individuals with their communities, helping them find new local experiences and unique goods that are produced nearby.

Our e-commerce ecosystem enables local producers, vendors, and markets to grow in today's omnichannel environment by digitizing their operations and making it easy for them to cooperate. Our mission is to make local goods and experiences more accessible, and to create healthier and happier communities across the globe.

"Focus on the real people who use our products, All else will follow."

Team, Role & Responsibility

Our Sales & Strategy team is responsible for analysing the market landscape, discovering potential customers and partners, building connections with these stakeholders, and managing their accounts to maximize their success and the value that FreshFind provides to them. connecting with our community, representing our brand, and creating an enjoyable space for community members to interact. Together with our Marketing & Community Management team, the sales and strategy team promotes our platform and helps potential community members to explore and learn what FreshFind is all about.

As part of the team, you will analyze the business environment and find ways to increase traffic and leads. You will also explore new partnership opportunities with related businesses and influencers. You'll not only accelerate our growth through consistent outreach, but will contribute to our mission of empowering communities to become more resilient and regenerative through more local production.

We're looking for someone who isn't afraid to jump in and explore new challenges. You have a desire to find and connect potential stakeholders and introduce them to the FreshFind community, as well as to provide them value and improve their success. You're a natural collaborator and can work both independently and in a team environment.

Key Activities

- Explore and research the business landscape/opportunities using the internet (search, social media, forums, other online networks)
- Contribute to our larger picture of the market landscape and analyze to find trends and opportunities
- Discover potential growth opportunities for our business development team
- Coordinate with other team members and departments to optimize growth efforts
- Analyzing sales and communications strategies and providing recommendations
- Experiencing our current business development process and making recommendations for improvements
- Creating a data visualization of our sales funnel
- Managing customer relations and making recommendations for improvements
- Creating a customer relations process that makes it easier to discover and support customers
- Discovering and innovating new revenue streams that fit within our existing business

You might be a good fit if you

- Care about community
- Enjoy thinking about how to make things better
- Can easily put yourself in someone else's shoes
- Like freedom and creativity in your work
- Care about good food/crafts & supporting local
- Take interest in health, wellness, and environmental regeneration

Working Hours & Dates

Start Date: Flexible

Duration: 3-month engagement with consideration for advancement (equity based and/or paid full time position)

Expected Hours: 15-30 / week

Work schedule: Flexible other than set meetings

Location: Since COVID19, our entire team has gone remote based.

What's in it for you

- Experience working in a young, fast-paced startup
- Tangible outcomes for your portfolio
- Equity Options based on number of hours worked
- References for other engagements you decide to take on
- Work experience credit for your school program (for participating schools)

There are no required qualifications or formal education required for this position. If you're interested in learning more, please send a note to team@freshfind.ca and include your portfolio if you have one!

Thank you.