

# Enterprise Sales Lead - East Coast

## Dispatch Goods

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### Position Summary:

Dispatch Goods is a female-founded climate-tech company. We are on a mission to eliminate waste by designing and building the circular supply chains of tomorrow. We partner with many large meal and grocery delivery companies (CookUnity, Misfits Market, Thistle, and HelloFresh), food service providers (Stanford Health, AstraZeneca, Natera), brands, and other organizations to unlock a returnable packaging program by facilitating logistics, cleaning and processing, QA, inventory tracking, and procurement. We are backed by strong investors in the climate and traditional venture space.

We are seeking an ambitious sales leader to spearhead our efforts in expanding and managing relationships with large foodservice contract management companies such as Compass Group, Sodexo, and Aramark, as well as the accounts they serve (campuses, venues, offices, hospitals). This role requires a strategic thinker with a proven track record of winning business with this customer segment, driving sustainable growth, and navigating complex organizational structures. The ideal candidate will bring extensive sales expertise, industry knowledge, and the ability to thrive in a dynamic and fast-paced environment.

### Key Responsibilities:

#### Business Development

- Identify and build champions within target accounts (hospitals, offices, campuses, etc)
- Identify and engage decision-makers within accounts like Compass Group, Sodexo, and Aramark
- Build and maintain a robust network within these organizations, fostering long-term partnerships.
- Develop tailored proposals and presentations to address client needs and showcase the value of our solutions.

#### Sales Strategy & Execution

- Collaborate with leadership to solidify and refine the sales playbook for this customer segment.
- Own the end to end sales process for this customer segment

- Leverage data and insights to improve our sales approach, address pain points, and drive better results.
- Deliver against quarterly and annual sales targets while contributing to broader company objectives.

#### Market Insights and Collaboration

- Stay informed on trends in the foodservice and packaging industries to anticipate customer needs.
- Share learnings and feedback to influence product development and marketing strategies.
- Partner with internal teams (e.g., marketing, customer success) to ensure seamless client experiences.

#### Experience & Requirements:

- 5 -10 years in B2B sales, preferably selling into large foodservice organizations or similar industries, with a proven track record of closing new business and growing large customers
- Proven ability to develop and execute sales strategies for large accounts.
- Strong relationship-building and negotiation skills.
- Excellent communication and presentation abilities.
- Industry Knowledge: Familiarity with foodservice operations and procurement processes is a strong plus.

#### Preferred Skills:

- Bachelor's degree
- Experience at an early-stage startup
- Experience working with a venture capital and/ or private equity-backed company
- Experience building a sales process and growing teams

Email [careers@dispatchgoods.com](mailto:careers@dispatchgoods.com) to apply.