



Junior Consultant

The PLEDGE™ on Food Waste seeks a people-focused, mission-driven, and creative professional passionate about global community. We are expanding our team, and this is a brand-new role suited for someone who takes initiative, solves problems creatively, and finds opportunities where others may not see them.

The PLEDGE™ on Food Waste is building a movement to tackle food waste in the food and beverage industry. We are a third-party certification encouraging food service providers to address food waste across their organisations to cut operational costs, adapt to a growing demand for sustainable business, and drive positive impact in their communities. As a young and quickly growing start-up, our team members work well independently but frequently come together to prioritize needs as a team. We are looking for someone aligned with our vision and values to join us, and hope that might be you!

Responsibilities

Business Development (50%)

- Identify existing business opportunities and manage the business development process from prospecting to closing deals
- Keep up-to-date with latest trends and market movements to explore new opportunities for business development (market research, trends & publications analysis, events etc.)
- Fine tune sales materials and tools (e.g. sales material, CRM)

Customer management (25%)

- Be the main contact point between the PLEDGE and:
- Direct customers (manage all the process from request for interest to post certification)
- Accredited consultants and representatives (animate the network)
- Partners (academics, food waste solution providers, etc.)
- Organize and execute assigned business projects according to client's requirements (design, preparation, implementation and follow up)

Administration (25%)

- Prepare and follow up invoices, payments, contracts, proposals, etc.
- Adjust and follow-up financial projections
- Ensure the online platform is up-to-date and always accessible
- Suggest and lead regular criteria review

Helping to achieve the UN SDGs since 2012



Preferred Skills and Experience

- Excellent conduct of English (verbal and written)
- Eagerness to GROW
- Ability to work independently
- Bachelor's degree or Master's degree
- Experience in project management, business development/sales, and customer relation management
- Hands-on/can do attitude, with ability to think outside the box
- Organized thinker, used to set goals and to develop and implement required action plans
- Experience in food waste, sustainability, hospitality or business dev is an advantage
- Truly interested and passionate in Sustainability and the Food Waste Issue

**You don't fit these requirements but feel it's for you?
send us a 3 min video explaining why YOU are the one.**

Position Details & Compensation

- A unique professional reference working with an esteemed organisation
- In-depth training on food waste issues and prevention
- Free access to our online course with Certificate of Proficiency in Food Waste Prevention provided
- Hands-on experience working directly with customers and associates on food waste prevention projects
- Starting at 10,000THB monthly stipend

Starting date: ASAP, minimum 6 months

Working location: Based in Bangkok

Hours: Full-time, 40 hours/week dependent on availability.

Requirements: A working laptop, a strong internet connection, and a willingness to reasonably adapt to Bangkok (GMT+7) working hours



Ready to take a career leap?

Send us a cover letter AND your resume to both
contact@lightblueconsulting.com and pofw@lightblueconsulting.com.

Only full applications will be assessed!