



## **Food Waste Solutions & Business Development Professional / Executive/ Consultant/ Associate (THAI national preferred)**

- Looking for your next career move with a deeper sense of PURPOSE?
- You're a business hotshot interested in having an impact beyond profits, in an environment where your ideas become projects?
- Ready to join a fast-growing start-up dedicated to addressing 3 major UN Sustainable Development Goals, think different and rewrite the rules?

### **So speak out, and get in touch!**

[LightBlue](#) is a boutique consulting company that designs Food Waste Prevention and Sustainability solutions for its partners in the hospitality and service sector.

Since 2012, we are helping professionals adopt solutions to cut on food waste and increase profitability, while reducing negative impact to local communities and the environment.

Our solutions integrate elements of various disciplines, our approach is cross-departmental and cross-hierarchy, and is human-centered with the right touch of technology. We design systems that adapt to our clients' needs with the complexity of the solutions offered increasing with the ambition and maturity of the project.

Existing clients are located in Thailand, the Maldives and Europe and include the largest hotel groups in the world and leading restaurants.

LightBlue in the Press: Financial Times, El Mundo, Sustainable Brands, HotelExecutives, TCC Asia, Bangkok Post...click [here](#).

### **Selection Criteria**

- Excellent conduct of English (verbal and written), fluency in Thai
- Eagerness to GROW
- Ability to work independently
- Experience in food waste, sustainability, hospitality and consulting an advantage
- Truly interested and passionate in Sustainability and the Food Waste Issue

### **Job description**

Business Development (50%)

- Screen potential business deals by analyzing market strategies, deal requirements, potential, and financials; evaluating options; resolving internal priorities
- Close new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations
- Identify trendsetter ideas by researching industry and related events, publications, and announcements; tracking individual contributors and their accomplishments
- Locate or propose potential business deals by contacting potential partners; discovering and exploring opportunities
- Develop ways to improve the customer experience and build brand loyalty



### Consulting and Capacity Building (50%)

- Organize and execute assigned business projects according to client's requirements (design, preparation, implementation and follow up)
- Analyze and interpret data to unearth weaknesses and problems, and comprehend the causes
- Formulate recommendations and solutions with attention to our clients' wishes, capabilities and limitations forming concise reports
- Present findings and suggestions to clients with ample justification and practical advice
- Develop detailed plans to drive small or radical changes
- Assist the client in implementing the plan and resolve any occasional discrepancies
- Fine-tune existing training material, develop new ones, and deliver capacity building to clients' teams

### Preferred soft skills:

Organized, Entrepreneurial, Creative, Reliable, and Fun-loving. System thinking, Problem-solving, Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Market Knowledge, Presentation Skills, Energy Level, Meeting Sales Goals, Professionalism. Slightly crazy may help too!

### Package:

We are flexible in the package that can be offered (salary, bonus, benefits, vested equities...), it all depends on your caliber, network, skills and ambitions. **And know what, we are more concerned about your Productivity and Happiness than the number of hours you spend at work!**

In a nutshell, we offer you a really exciting opportunity, so tell us how much you think you're worth and let's chat!

So send us ([contact@lightblueconsulting.com](mailto:contact@lightblueconsulting.com)):

- Your CV
- A 2-3 min VDO that describes your motivation, experience/achievements and wildest professional dreams!
- A letter presenting your expected salary/conditions

Short-listed candidates will be contacted individually.

**Work location:** Silom (BTS Saladaeng), Bangkok

**Starting date:** ASAP

*The biggest threat to our planet and society is to believe that someone else will take care of it...*

**Benjamin Lephilibert** (not my quote though)

Managing Director