



Sales (Growth) Representative

Company Overview

Gastronomous is a fast-paced, dynamic company focused on revolutionizing the quick-service restaurant (QSR) industry. Gastronomous realizes the “Kitchen of the Future” through advanced industrial automation techniques and cutting-edge technologies. [Click here](#) to see our team in action.

Our momentum is undeniable: Deployments have increased by over 400% year-over-year, and we're entering a major phase of growth. In 2026, our team is focused on rapidly expanding deployments of our current products across North America (100+ units) and launching one to two new products that advance our mission.

We are a no-nonsense team of passionate, execution-driven people. We believe that our ability to deliver, not just dream, sets us apart. Internally and externally, we do what we say we're going to do. Our team members are empowered to act independently, make practical decisions, and move fast. We trust our people — and we build the future, one deployment at a time.

We are now seeking our **first dedicated growth-focused representative** to accelerate our outbound efforts and fuel market growth. This is a rare opportunity to be part of an early commercial team at a high-growth robotics startup, working closely with the founding team and directly influencing how our brand shows up in the world.

Role Overview:

We are hiring a **hungry, resourceful, creative, and persistent Sales (Growth) Representative** whose primary responsibility will be to generate top-of-funnel opportunities through proactive outreach and help advance prospects meaningfully through the early-to-mid. This is not a traditional, purely scripted *Sales/Business Development Role*. We need someone who:

- Is energized by cold outreach
- Can find untraditional, clever ways to reach key decision makers
- Thrives in ambiguity and early-stage environments
- Loves being the “front line” of a company going to market
- Can also support brand activation, trade shows, and general go-to-market operations
- Is comfortable guiding prospects beyond initial qualification, carrying early conversations forward, nurturing interest, and working with our engineer team to scope out any work needed.

Once a qualified lead or warm opportunity is identified, you will continue guiding the prospect through the early and mid-stages of the sales process, working alongside our Product Management team to advance the deal and bring the customer to the finish line.



Primary Responsibilities:

Gastronomious' goal for next year is to accelerate revenue by over 500+% among our various product offerings. Products are ready for deployment.

Outbound Sales & Lead Generation (Focus #1)

- Identify and research target brands across all relevant verticals (hospitality, distributors, QSR, grocery, institutional foodservice, etc.).
- Actively network within the foodservice industry to uncover emerging opportunities, partnerships, and market intelligence.
- Strategize and experiment with new go-to-market approaches—testing creative outreach methods, messaging, channel tactics, and industry engagement plays.
- Build highly targeted lead lists using tools, databases, and creative sourcing.
- Execute multi-channel outreach campaigns (email, phone, LinkedIn, industry forums, social media, etc.).
- Identify nontraditional paths to key stakeholders—thinking beyond typical cold calls (e.g., industry communities, partner networks, vendor ecosystem mapping, executive assistants, in-person visits, etc.).
- Qualify prospects based on company criteria and conduct high-level initial conversations.
- Maintain accurate documentation of all interactions in CRM.
- Attend trade shows and conferences as a brand ambassador.

Opportunity Advancement & Deal Progression (Focus #2)

- Engage directly with qualified prospects to deepen understanding of their operations, workflows, and pain points.
- Conduct tailored discovery conversations to assess where and how Gastronomious' products can create value.
- Map our solutions into the customer's environment—identifying integration needs, operational adjustments, and deployment considerations.
- Collaborate cross-functionally with Product Management, Engineering, Operations, and Leadership to ensure feasibility, alignment, and support for each opportunity.
- Address early-stage objections, share relevant materials, and maintain ongoing communication to keep momentum strong.
- Guide prospects through product demos, technical discussions, and site evaluations as required.
- Serve as the primary relationship owner through the mid-stage sales cycle—ensuring prospects feel supported, informed, and confident.
- Drive opportunities toward close by managing expectations, coordinating next steps, and securing internal and external alignment.



Qualifications:

Required

- Relentless: Highly resourceful—able to “find a way” even when typical paths don’t work.
- Excellent written and verbal communication skills (English)
- Ability to travel to the USA for business meetings.
- Demonstrated success with cold outreach and lead generation.
- Comfort with ambiguity and fast-paced startup environments.
- Strong organizational skills and familiarity with CRM usage (HubSpot, Salesforce, etc.).
- Willingness to travel for trade shows, customer visits, or industry events.
- *Preferred:* Experience in foodservice, retail technology, robotics, automation, or commercial equipment.

Attributes of a Strong Candidate

- Hunter mentality: energized by finding new opportunities.
- Creative connector: looks beyond obvious channels to reach decision makers.
- Confident communicator: able to quickly build rapport with prospects.
- Detail-oriented operator: keeps CRM clean and information flowing.
- Team player: collaborates smoothly with Product Management and Marketing.
- Brand-minded: understands how outbound messaging shapes market perception.
- Growth-driven: motivated by scaling a new product in a new category.

What We Offer

- Competitive base salary + **uncapped performance-based commission structure**
- Group benefits
- Opportunity to shape our go-to-market strategy from the ground up
- Meaningful equity participation
- Travel opportunities to major industry events
- A role that evolves quickly as the company scales
- Chance to be part of a mission-driven team reinventing the future of food automation

If interested, please email: careers@gastronomous.ca

Include a copy of your resume and briefly explain what separates you, from everyone else.

GASTRONOMOUS

