



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 high-energy, persistent, and creative Sales (Growth) Representative whose *primary* objective is to generate new top-of-funnel opportunities. You will focus exclusively on proactive outreach — cold calling, email sequencing, LinkedIn engagement, industry networking, and creative outbound tactics — with the goal of securing qualified introductory calls.

Once a meeting is booked and a lead is deemed qualified based on clear criteria, you will hand it off to our Product Development team, who will run discovery, solution mapping, technical scoping, and deal progression.

This role is ideal for someone who thrives on the thrill of outbound outreach, enjoys finding clever ways to reach decision makers, and wants to have a measurable impact on our growth engine.

This is not a traditional, purely scripted *Sales/Business Development Role*. We need someone who:

- Is energized by cold outreach (100+ calls a day)
- 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



Primary Responsibilities:

Gastronomous' 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 (Core Focus — 100%)

- Build targeted lead lists across key verticals (QSR, grocery, hospitality, foodservice distributors, institutional, etc.).
- Execute high-volume cold outreach through phone, email, LinkedIn, and industry channels.
- Run multi-channel outbound sequences designed to secure first meetings with qualified prospects.
- Identify creative pathways to reach decision makers — industry communities, partner networks, vendor ecosystems, executive assistants, on-site visits, etc.
- Maintain accurate documentation of all outreach activity and lead status in CRM.
- Conduct *light* qualification using predefined criteria (company size, volume, operational model, etc.).
- Book introductory meetings with the right stakeholders and pass them to Product Development for discovery and technical follow-up.
- Act as an energetic brand ambassador during trade shows and events, with the goal of generating leads and booking meetings.

Qualifications:

- 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 in high-volume outbound outreach (cold calling + cold email).
- Exceptional written and verbal communication skills.
- Strong CRM hygiene and organization.
- Resourcefulness — able to find untraditional paths into organizations.
- Comfortable in fast-paced, early-stage environments.
- *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

