vendy

WE'RE HIRING

GTM Manager

Nordic expansion

Stockholm · Hybrid · Start by agreement

Sweden has a track record of turning hardware-meets-consumer ideas into serious businesses: Voi, Budbee, Instabox to name a few. Vendy is building the next one.

Hundreds of millions of old phones sit unused in European drawers. Our automated buyback kiosks let people sell their old smartphone and walk away with money in seconds. We're live across Sweden and building toward Europe's largest collection network. The vision: recycling old electronics should be as easy as recycling old bottles.

THE ROLE

You sit in the middle of our growth engine. Every new location, partner and country runs through you: finding the stores where our kiosks belong, signing the partners who get us in the door, and getting each kiosk live. As we expand beyond Sweden, you open the new countries and build the relationships that take us there.

WHAT YOU'LL OWN

- **Location partners.** Finding stores and chains and closing the deals, as many and as fast as possible
- **Operating partners.** The supply chain each new country needs to run
- **Whatever else growth needs,** like local content and PR partners

WHAT WE'RE LOOKING FOR

- **Commercial at heart,** you've sold to or partnered with retailers, chains or similar
- Prior experience in business development or account management is a plus
- **A generalist,** a jack of all trades who likes working with people
- **Can-do attitude,** you pick up the phone, knock on doors and find a way when there's no playbook yet
- Fluent in English; another Nordic language is a must

WHY JOIN

Early-stage ownership, real influence over how we grow, and equity in a company with a proven product that's scaling.

LOCATION
Stockholm, hybrid

START
By agreement

CONTRACT
Full-time, permanent

DEADLINE
We interview continuously and close once we've found the right person

Apply now

Mail your CV to
max@vendykiosk.com