



Non-Executive Director at Olio

Our mission & story to date

Founded 10 years ago by Tessa Clarke and Saasha Celestial-One, Olio exists to solve the enormous problem of waste in our homes and local communities. We do this by connecting neighbours with each other, and volunteers with businesses, so that surplus food and household items can be given away, not thrown away.

We now have almost 9 million users who have together given away over 125 million meals and 15 million household items. At its heart, Olio is a marketplace business, and so a big focus is on bringing business 'supply' onto the platform, to kick-start our hyper-local sharing flywheel.

Through our 'one stop shop' proposition for businesses, we enable them to sell as much of their surplus food as possible, by driving our community into stores; and we enable them to redistribute what's left to charities, and local communities via our 100,000 food safety trained volunteers.

Our work has been recognised by the United Nations, who highlighted Olio as a "beacon" for the world, and by Vivatch who awarded Olio "Next European Unicorn".

We now have an opportunity for a new Non Executive Director (NED) to join us. The question is, are you as passionate about our mission as we are, and can you help us unlock this next phase of growth?

Your profile

We're looking for a Non Executive Director who is a commercially minded founder or ex-founder. You'll ideally have built and scaled SaaS products, and bring some or all of the following:

- **B2B GTM leadership:** A strong track record in designing, executing, and optimising B2B sales and marketing strategies, ideally in high-growth businesses.
- **International C-level experience:** Comfort operating at a senior level across multiple geographies, navigating different market dynamics, and shaping cross-border sales, partnerships, and GTM localisation.
- **M&A & strategic partnerships:** First-hand experience of shaping and executing buy-side/sell-side deals and forging strategic partnerships, with an ability to handle cross-border and regulatory complexity.
- **Sector credibility:** Insight into retail, catering, or sustainability sectors, and networks that could open doors for Olio.
- **Values aligned:** Above all, you'll embody our values - Inclusive, Resourceful, Caring, and Ambitious - and be motivated by our mission to tackle waste at scale.

We know everyone's career journey looks different. If you don't tick every box but bring exceptional GTM wins, international scope, and strong sector networks, we'd still love to hear

from you.

Commitment & compensation

This is a role with meaningful impact but limited time commitment. We ask for up to six days per year, including attendance at quarterly board meetings, with occasional availability in-between for advice and introductions. The role pays £10k p/a, to be invoiced quarterly.

How we work

At Olio, [our values](#) are central to everything we do. They guide our daily decision-making and inform our practices.

We are proud to be a certified B Corp, reflecting our dedication to the highest standards of social and environmental performance, transparency, and accountability.

We ranked #50 on the [Sifted 100 UK&I 2024 leaderboard](#), #187 on the [Sifted 250 fastest growing European startups in 2024](#), and #389 on Deloitte's [2024 EMEA Technology Fast 500](#).

Our Team

We are a remote-first company with an incredibly strong culture. The top 3 things our team love about Olio is our mission/ impact, our people /teams and the work/flexibility, (taken from our Employee Satisfaction Survey April 2025).

Our team represents 25 nationalities and spans an age range from early 20s to over 45. We are proud that 29% of our team identifies as coming from a lower economic background, and 59% are female. Our team members also come from a range of ethnic backgrounds (18%), the LGBTQ+ community (21%), and include those who identify as neuro-divergent (27%) and disabled (11%).

How to apply

If you are excited about how you can help us take Olio to the next level, then please send your CV and covering email explaining why you are the right person for this role to Thaisa Money, People & Culture Director, thaisa.money@olioapp.com by 31st October 2025.