



Job Description

Commercial Officer

Reporting to: Commercial Manager

Responsible to: Head of Food/Director of Network Development

Salary: £30,000

Location: London (Deptford) with travel included

Hours: Full time (35 hours)

Term: Permanent

About FareShare

FareShare is a unique charity fighting hunger and its underlying causes by redistributing surplus food to hundreds of local charities across the UK. By ensuring good food is not wasted, we turn an environmental problem into a solution, helping to feed thousands of vulnerable people every day.

You will be joining FareShare during a period of incredible growth and change and at an incredibly exciting time.

The issues of food poverty and food waste have a higher profile than at any time previously- a welcome development given the challenges faced. We now have strong, strategic and collaborative relationships with some of the most sophisticated and influential food businesses in the UK. There are, however, many other UK food businesses with whom we seek to develop strong relationships- to support them in reducing overall food waste and the environmental impacts of their businesses, and to use their surplus food to generate a telling social contribution.

Main purpose of this role

This important role will focus on providing predictable, varied and growing volumes of surplus foods to support the 2000+ charities we support across the country- a number which is growing by the month and will be heavily influenced by the successes you have.

Your role will be to manage these existing with support from the Commercial Manager and new business relationships and strengthen existing business relationships with companies in the food industry to generate value for the partner and secure growing and sustainable volumes of surplus food for the FareShare Network.



You will also be required to work closely across the partner organisations such as Supply Chain, CSR, Corporate Sustainability, Marketing, Operational, Logistics and Buying functions with support from the Commercial Manager to understand opportunities for creating mutual and shared value and to work closely with FareShare colleagues in the national office and from across the country to support the food partners in communicating this positive social and environmental impact.

KEY RESPONSIBILITIES

Business Development and Relationship Management

To approach and engage food companies you help identify, or as identified by Director of Food/Head of Food or Commercial Managers, that have the potential to divert potential surplus food products to the FareShare network

Support with Research relevant key personnel with the organisation that will help drive its success and engage the relevant internal departments.

To prepare for meetings with potential food partners and be competent in effectively presenting the benefits of working with FareShare to potential clients.

In conjunction with the Director of Food, Commercial Managers and other members of the team:

- to support managing an ongoing flow of identified prospective partners with whom there could be mutual value and to pro-actively identify opportunities
- be responsible for and proactively drive your own lead generation setting of appointments and meetings to progress these relationships.

To efficiently plan and undertake visits that minimize travel time and expense while maximising potential opportunities during business hours.

Account Support

Provide support to Head of Food and Commercial Managers to manage projects within or segments of existing or developing key accounts, and provide support and assistance to the development of those partnerships.

Provide support and work in partnership with internal Communications function to provide relevant and compelling communications support to food partners and helping to monitor social media/food partner/industry comms relating to own accounts.



Account Penetration and Business Process Improvement

Work across the different functions of the key food industry partners and in particular Logistics, Supply Chain, Operations and Sustainability to build a good understanding of the organizations' different food operations.

Identify patterns where food surpluses have occurred before and are likely to occur again and work with the partner to develop systems and business processes which are appropriate for that partner and which will ensure they are managed in the most environmentally, socially and financially efficient way.

Project and Initiative Management

Be responsible for communicating projects and initiatives within the customer suppliers, and among the FareShare network, including supporting Commercial Managers as required and requested

Person Specification

Experience and Skills - Essential

1. Experience of managing accounts in the FMCG, food, retail or comparable sector with professionalism and integrity consistently meeting targets.
2. A working knowledge of the sourcing, marketing, public relations, product development and operating processes of key players across the food industry- especially the leading supermarkets, their branded and own label suppliers, processors and manufacturers.
3. Ability to prioritise effectively with strong time management skills to ensure effective allocation of FareShare resources to cope with competing demands and to prioritise tasks appropriately
4. The ability to develop and maintain effective working relationships at a range of levels and across multiple functions with a variety of internal and external stakeholders.
5. Strong problem solving ability, with positive solutions led mindset and tendency towards thinking laterally across different accounts and organisational teams/departments.
6. Action oriented with a desire to seek tangible outcomes and incremental improvement with accounts
7. Strong written and verbal communication
8. Effective presentation skills



9. A track record of managing projects such as new launches, operational initiatives, promotional activity or other projects
10. Ability to use own initiative working independently, and having responsibility as an individual
11. Competence in IT and general office skills.

Experience and Skills - Desirable

Knowledge of and interest in Sustainable Development, Sustainability, Corporate Social Responsibility and experience of its application within the business environment.

Values and behaviours

- A commitment to Equal Opportunities
- An understanding of, and passion for, the mission and values of FareShare
- Able to demonstrate respect for work colleagues and FareShare beneficiaries
- A positive and “can-do” attitude with the motivation to collaborate with others

Review arrangements

The details contained in the job description, particularly the principal accountabilities, reflect the content of the job at the date the job description was prepared. It should be remembered, however, that it is inevitable that over time the nature of individual jobs will change; existing duties may be lost and other duties may be gained without changing the general character of the duties or the level of responsibility entailed. Consequently, FareShare will expect to revise this job description from time to time and will consult with the post holder at the appropriate time.

Application Process

If you think that this is a role that you would like to apply for, then please feel free to send us your CV and Cover Letter to recruitment@fareshare.org.uk.

Interviews will take place on the 13th of October.