

FareShare

Job Description - Commercial Manager

Reporting to:	Head of Food
Location:	Flexible with regular UK travel
Hours:	Full Time 35 hrs per week
Salary:	£38 - 40,000

About FareShare

This is a great opportunity to join a unique, award-winning organisation. At FareShare, we fight food poverty by tackling food waste. We source food that is surplus to requirements - from food retailers and manufacturers - and engage many volunteers to help redistribute this to local charities and community groups that provide meals to vulnerable people (individuals who are homeless, unemployed, socially isolated, recovering from addictions).

FareShare operates 21 Regional Centres around the UK. The majority of these are run by local charitable organisations we call our Delivery Partners. This enables us to be a UK-wide organisation yet also think and behave with local concerns at the heart of our actions. We support over 9,653 local charities and groups - our Community Food Members. Over the past year over 16,000 tonnes of food were redistributed by FareShare, feeding 772,000 people every week. We operate across 1,500 towns, cities and villages and we save UK charities and community groups more than £28 million each year

Hunger is a growing issue in the UK and while there is surplus food that is otherwise going to waste, we believe that this food should be used to feed people first. Demand far outstrips supply.

FareShare have been successful in attracting grant funding to support considerable expansion of our network and to increase the volumes of food which we redistribute over the next three years.

FareShare's Strategy & Vision

Vision: We have the vision of a UK where “No good food goes to waste”.

FareShare aims to be an equal opportunity employer



Mission: To use surplus, fit for consumption, food to feed those who are vulnerable in the UK by supporting front line charitable organisations that tackle the cause and not just the symptoms of food poverty.

Our Purpose: We are doers. We are a community. We change lives.

Our Values:

- **Passion** - for our cause and the challenge that lies ahead
- **Ambition** - to go the extra mile and drive the change that must happen
- **Respect** - for ourselves, each other, our volunteers, partners and beneficiaries
- **Collaboration** - it's only by working with others that we can be stronger
- **Focus** - on providing the best service possible so that we deliver and achieve the most for our clients/customers.

The role

This important role will focus on working with the food industry to provide the growing volumes of surplus foods to the charities and community groups 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 identify, develop and manage new business relationships and strengthen existing business relationships with companies in the food industry, generating value for the partner and to secure growing and sustainable volumes of surplus food for the FareShare Network.

In this role you will be required to work with food partners to help identify and overcome the barriers which exist to giving surplus food to people in need. These include competition from income streams available to industry e.g. selling surplus food to anaerobic digestion or animal feed processors. FareShare have been able to and secure external grant funding to help overcome these barriers and help increase the volumes of fresh foods which are redistributed. This role will include working with food partners and other stakeholders to identify opportunities to apply this fund, seeing initiatives through to completion, monitoring the impacts, benefits and evaluation.

You will also be required to work closely with FareShare colleagues, in the national office and across the country in our partner organisations in order to identify and understand opportunities for creating mutual and shared value.

Main areas of responsibility

Business Development and Relationship Management

Research, investigate and approach food companies that have the potential to divert surplus food products to the FareShare network.

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

Prepare and proactively present the benefits to potential clients despite the challenges to existing embedded processes.

In conjunction with the Head of Food and other members of the team:

- plan and manage an ongoing flow of identified prospective partners with whom there could be mutual value and pro-actively identify opportunities
- be responsible for, and proactively drive, your own lead generation setting of appointments and meetings to progress these relationships.
- efficiently plan and undertake visits that minimize travel time and expense while maximising potential opportunities during business hours.

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 organisations' 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 managing and communicating key projects and initiatives to increase food volumes and securing support from a range of stakeholders within the food partners and among the FareShare network.

Person Specification

As an employer committed to Equal Opportunities, we will assess applications in line with these criteria that we consider either as being essential or desirable in this role.

- Proven influencing, negotiation and selling skills, to understand the needs of a key partner and ability to demonstrate the value of the proposition to the customer. The ability to adapt these skills to an environment from selling brands / products to selling services will be critical to success.
- Demonstrable ability to manage multiple accounts in the FMCG, food, retail or comparable sector with professionalism and integrity consistently meeting or exceeding challenging targets

- Good working knowledge of the sourcing, marketing, public relations, product development and operating processes of key players across the food industry- preferably fresh food growers, packers, processors, manufacturers and suppliers
- Successful track record of managing cross-functional projects such as new launches, operational initiatives, promotional activity or other projects to tight timescales and budgets, ensuring involvement of all key stakeholders
- 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.
- 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
- Ability to use own initiative working independently and responsibly

Experience

- Project management of multiple stakeholder initiatives including project evaluation
- Knowledge of and interest in Sustainable Development, Corporate Social Responsibility and experience of its application within the business environment.
- Experience of working in the fruit and veg or fresh foods sector desirable
- Understanding and experience of Systems Thinking and Business Process Re-engineering and their application to improve efficiency within organisations.
- Drive, motivation and attention to detail in ensuring all business opportunities presented to FareShare are captured and explored
- Pro-active, organised and able to work under pressure, whilst maintaining excellent attention to detail.
- Good knowledge of Microsoft Offices packages, ideally at an advanced level and with a good level of numeracy and literacy.

Competencies and behaviours

- Excellent written and verbal communication with effective presentation skills
- Proven ability to build relationships across the business with a customer service focus
- Excellent, proven organisational skills
- Creative approach to problem solving