

FareShare

Job Description - Regional Sourcing Manager

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| Reporting to: | Head of Food Industry |
| Location: | Flexible, with frequent travel across UK. |
| Contract: | Permanent |
| Hours: | Full Time 35 Hours |
| Salary: | £35,000 |

About FareShare

FareShare is the UK's national network of charitable food redistributors, made up of 18 independent organisations. Together, we take good quality surplus food from right across the food industry and get it to almost 11,000 frontline charities and community groups. During 2020, we redistributed 113 million meals through our FareShare Regional Centres and our retail surplus model FareShare Go, reaching over 1 million people.

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.

The COVID19 pandemic has shone a spotlight on the issue of food insecurity in the UK and with it, FareShare's ability to get food to vulnerable communities nationwide. We are fortunate to benefit from the support of major retailers, the media, sports ambassadors and a groundswell of public engagement. As a result, there has never been a more exciting time to join an organisation at the heart of public consciousness.

FareShare's Strategy & Vision

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

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

FareShare aims to be an equal opportunity employer



Respect - for ourselves, each other, our volunteers, our partners and our 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

The Regional Sourcing Manager co-ordinates and oversees local sourcing activities, including supporting the development of strategies to drive local volume growth, sharing of best practice in pipeline development and account management. FareShare has a strategic objective to be the food redistribution partner of choice, it is important that approaches to local sourcing are consistent with this and that we remain at all times easy for the food industry to deal with and do not add complexity or confusion through the development of local approaches but in fact use them to complement our national approaches.

This role has been created to support the coordination and development of our approach to local sourcing together with our collaboration partners. Delivery of the FareShare strategy over the next three years includes ambitious targets to double our food volumes by 2024. Local sourcing can make an important contribution to achieving this growth.

Where Devolved Nations' Governments are funding posts and activities this role will support the locally based teams providing information, support and advice as appropriate. This post will line manage the Food Team Commercial Officer post that is based in Scotland.

Main areas of responsibility

Local Sourcing Strategy

- Develop our approach to local sourcing, defining how it sits within the wider FareShare strategy to ensure that it supports the sustainable development of FareShare as the UK's largest food redistribution organisation
- Ensure that local approaches to the food industry complement the work of the FareShare UK Food Team and support national food sourcing strategies especially where Network Partners have existing relationships with national partners as is the case with Felix
- Support the development of food sourcing strategies in Scotland and Wales in line with to any locally agreed targets
- Ensure that the local strategies and collaboration partner's longer term visions are consistent with the national food team strategy
- Measure impact of local sourcing resource to support assessment of best use of Network and FareShare UK resource

Relationship Management

- Develop good working relationships with local sourcing roles and at a more senior level with Network Partners through regular contact, meetings and visits
- Work closely with the Network Development Team to share understanding and escalate any concerns or issues as they arise

- Ensure that the Food Team of Commercial Managers and Officers are kept informed of relevant local approaches to food companies identifying any potential sensitivities in advance and resolving or escalating as appropriate
- Coordinate communication and best practice sharing between the various local sourcing roles

Ways of working - local sourcing and industry engagement

- Ensure appropriate ways of working between local sourcing roles and food coordination team
- Support induction of new local sourcing roles so that FareShare UK processes are understood including awareness of appropriate standards of food partner management for local accounts
- Ensure local sourcing teams are regularly updated with relevant information from the Food Team including industry facing initiatives that they can support
- Support development of a suite of resources to support local sourcing including building on the existing assets
- Ensure processes are in place to prevent duplication of national account management by locally based resource
- Develop ways of working with our newest partner Felix to ensure that our relationships with food partners are optimised and work efficiently for food partners

Measurement, Data and Reporting

- Ensure processes are in place to record local sourcing volumes accurately to support evaluation of use of resource and measure progress
- Work with Food Services Manager and Info Centre to develop reporting and measurement as required
- Provide Food Team with adequate information to keep food partners informed of our local sourcing resource and progress for impact reports where appropriate and include in food partner briefing packs etc. as appropriate
- Lead and develop our strategy for engagement with any regional bodies, chambers of commerce, devolved nations, trade bodies. To support local sourcing engagement

People and Culture

- Line manage Food Commercial Officer Scotland
- Support effective working with colleagues across the organisation including Food Team, Marketing, Fund Raising, Volunteering and Network Development Manager and Operations Teams to support an atmosphere of collaboration and trust consistent with FareShare's values

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.

Essential Experience

- Proven 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
- Successful track record of managing cross-functional projects ensuring involvement of all key stakeholders
- Track record of supporting new business and/or managing partnerships
- Experience in sales or customer relationship management
- Ability to develop solutions to problems arising from competing priorities
- Experience of project management
- Must have a Driving Licence and access to own car.

Desirable

- Good working knowledge of the key players in the food industry
- Experience of the ways of working in the food industry supply chain
- Understanding of the barriers to accessing surplus food
- Knowledge of, and interest in, FareShare's mission
- Awareness of UK and global initiatives to reduce food waste
- Experience of managing direct reports

Competencies and behaviours

- Demonstrable ability as a strong communicator, negotiator and influencer
- Pro-active, organised and able to use own initiative working independently and responsibly sometimes under pressure
- Ability to prioritise effectively with strong time management skills to ensure effective allocation of FareShare resources to cope with competing demands
- Resourceful innovative problem solver
- Good numeracy skills with excellent attention to detail
- Excellent written and verbal communication with effective presentation skills
- Good team player able to work collaboratively across teams with competing priorities
- Good knowledge of Microsoft Offices packages

For any further questions on this please email recruitment@fareshare.org.uk

Application Process

If you would like to apply for this role, please send a copy of your CV and a supporting statement showing how you meet the essential experience outlined in the person specification to recruitment@fareshare.org.uk

Closing date for receipt of applications is 24th October 2021