

FareShare

Job Description - Senior Business Development Manager

Reporting to:	Director of Food
Location:	Flexible
Contract:	Permanent
Hours:	35 Hours, Full Time
Salary:	£40,000 - £45,000

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
- 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

This important role has been created to support delivery of the FareShare strategy over the next three years and to develop innovative approaches to our work with the food industry which will further drive our growth and support the delivery of sustainable food volumes. We have ambitious volume plans and, whilst there are still high volumes of surplus food going to waste in the food supply chain which we aim to access to drive this growth, we are in a challenging and dynamic environment for the food industry and we are operating alongside a number of commercial and charitable food redistribution organisations who also have equally ambitious plans.

Reporting to the Director of Food, and working closely with the other members of the Food Team, this role will co-ordinate and oversee delivery of the activities identified to deliver the Food strategic objective which is to be the food redistribution partner of choice. It will identify and develop innovative approaches to accessing increased volumes from both existing and new food partners as well as considering engagement and collaboration within the sector, with trade bodies and other organisations engaged with the food industry e.g. waste companies, software houses etc.

This role will have line management responsibility for the Food Trade Marketing Manager role which will be responsible for developing our industry facing comms through all channels, ensuring our partners remain engaged and motivated as well as raising FareShare's profile through industry facing activities and supporting the engagement through trade bodies and other relevant organisations.

We are looking for an energetic, motivated, well organised individual able to use their insight and experience to add value to the work of the food team. This role is a great opportunity to have real impact that will benefit your colleagues, our Network partners and, most of all, make a meaningful difference to the work of the 11,000 charities who rely on us to help them improve the lives of the beneficiaries they support

Main areas of responsibility

Strategy Delivery

- Working closely with other members of the food team, plan, coordinate and oversee delivery of the food strategy which forms part of the overall FareShare 3-year strategy.
- Liaise with other relevant teams who have a role to play in the delivery of the food strategy activities, identifying any challenges to delivery and proposing solutions.
- Coordinate business planning within the Food Team, working with the Director of Food and colleagues in finance, food coordination, fund raising to meet organisational requirements

Project and Initiative Management

- Work with Commercial Managers to support evolution of our Surplus with Purpose Fund to ensure it delivers best value for FareShare and helps us to access surplus food from the range of food categories in the Eatwell Guide

- Identify and develop innovative new approaches to unlock access to more surplus food through engagement and collaboration within the sector including third party organisations providing food industry services e.g. waste companies, software houses etc.
- Manage and communicate key projects and initiatives securing buy-in and support from a range of internal stakeholders within and among the FareShare network

Food Partner Experience and Industry Engagement

- Support food partner engagement to drive weight and frequency of offer, considering the end to end customer journey for our food partners to help leverage maxim benefit from our existing food partner relationships and attract and retain new ones
- Develop new interventions to drive more effective engagement with industry and support our approach to accessing harder to reach surplus food. Lead evaluation and development of existing methods of support
- Lead and develop our strategy for engagement with trade bodies working with WRAP, FDF, BRC, IGD etc. to support the Commercial Teams' partner engagement
- Work with the Commercial Managers to maintain and develop a contact strategy for external stakeholders relevant to the food team

People and Culture

- Line manage Food Team Trade Marketing Manager
- Support effective working with colleagues in the wider Food Team, Marketing, Fund Raising, Volunteering and Network Development and Operations Teams to support an atmosphere of collaboration and trust consistent with FareShare's values

Person Specification

Essential Criteria

- Successful track record of managing cross-functional projects to timescales and budgets, ensuring involvement of all key stakeholders
- 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
- Track record of securing new business and managing partnerships in the food industry
- Good working knowledge of the key players in the food industry and an appreciation of the ways of working in the food industry supply chain
- Understanding of the barriers to accessing surplus food
- Experience of negotiation to deliver win:win outcomes

Desirable

- 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

- Pro-active, organised and able to work under pressure
- Ability to prioritise effectively with strong time management skills to ensure effective allocation of FareShare resources to cope with competing demands
- Ability to use own initiative working independently and responsibly
- 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
- Commitment to equal opportunities

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 31st October 2021
Interview will take place week commencing TBC