**Recycling Lives Social Enterprise (RLSE)**

**Role:** Regional Food Sourcer

**Location:** FareShare Lancashire and Cumbria,Redscar Industrial Estate, Preston

**Hours:** 25 per week, Monday – Friday

**Salary:** 23194.57 pro rata. This is a 0.5 FTE role at £11597.29

**About Recycling Lives Social Enterprise (RLSE):**

Recycling Lives Social Enterprise is responsible for the operation of the FareShare Regional Centre for Lancashire and Cumbria, redistributing surplus food to communities in need throughout the region.

We are also a national leader in the criminal justice sector, delivering rehabilitation and residential programmes to reduce reoffending and homelessness. We work with individuals with histories of offending, substance misuse, mental illness, homelessness and long-term unemployment. We deliver structured, supportive programmes to allow participants to overcome personal problems and develop skills, confidence and resilience to move into work and stable housing.

**About FareShare****:**

FareShare is the UK’s national network of charitable food redistributors, made up of 17 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 2021, we redistributed 120 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.

**The role:**

This important role will be to represent FareShare for RLSE and engage with the food industry in Lancashire and Cumbria, to develop and grow volumes of surplus food.

Using your account management skills, you will manage existing and new business relationships, growing our supply base and ensuring rewarding and sustainable relationships for the partner. You will need determination and drive to work effectively with a wide range of businesses and organisations. The role involves working closely with the FareShare UK Food Team as well as the wider FareShare network to source more food. As well as managing existing food partners and spending time researching and contacting potential new local food suppliers in the region, the role includes researching and making new contacts and following up leads and ensuring coordination on management of UK wide food partner accounts as well as consistency of approach and delivery of national initiatives where appropriate.

**Key responsibilities:**

* Act as main point of contact for a portfolio of existing food partners to build strong relationships and prompt donations of food through regular phone, email and face to face contact
* Research and develop new relationships with food partners and food industry stakeholders
* Engage with food partners to present the benefits of working with FareShare
* Provide regular food partner impact reporting, case studies and recognition
* Capture feedback from our food partners about their relationship with FareShare
* Understand food needs and maximise local sourcing opportunities in Lancashire and Cumbria
* Work closely with the FareShare National Food Team and the Supply Chain & Logistics Team
* Feedback to the team ideas for improving the existing processes and operations linked to the provision of food
* Ensure any supply or account management issues are promptly and satisfactorily resolved
* Attend Food Team meetings on a regular basis and support the Food Team members and initiatives as required
* Efficiently plan and undertake visits, planning your diary to use time and resources effectively that minimize travel time and expense while maximising potential opportunities during business hours.

**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**

* 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.
* Excellent communication and presentation skills, with the ability to change tone for different stakeholders and confidently present online or face to face
* A team player with a positive and collaborative attitude, who enjoys working with others to help achieve broader objectives
* Willing to learn and develop account management skills with the guidance and support of management
* Comfortable with cold calling of new accounts and the judgement to be able to balance persistence with empathy and understanding
* Pro-active, organised, resilient and able to work under pressure, whilst maintaining excellent attention to detail
* Comfortable using own initiative, prioritising and managing the workload, with great problem solving and decision-making skills
* Computer literate, comfortable with online tools including a good working knowledge of Microsoft Office and a variety of systems
* A keen social conscience
* Full UK driving licence and access to own car

**Desirable**

* Experience of managing accounts in food, retail or other fast moving customer service orientated sector
* Track record of using selling and negotiation skills with professionalism and integrity to achieve desired outcomes & targets
* Management of initiatives and projects such as new product launches, operational initiatives, promotional activity or similar
* Knowledge of, and interest in, sustainable development, corporate social responsibility and its application within the business environment.