



JOB ANNOUNCEMENT

Sourcing Manager, Full-Time

About Brighter Bites

Brighter Bites is a nonprofit that creates communities of health through fresh food with the goal of changing behavior among children and their families to prevent obesity and achieve long-term health. Brighter Bites is an evidence-based, multi-component elementary school, preschool, and summer camp program that utilizes reliable access to fruits and vegetables, nutrition education, and consistent exposure to recipes and messages that feature fresh food. To learn more about Brighter Bites visit <https://brighterbites.org>.

Role

The Sourcing Manager will forecast produce demand in each market, establish key relationships with produce growers, retailers, and foodservice entities, to work with them on produce and/or freight donations, and coordinate distribution to Brighter Bites delivery points across all cities/sites. This role will ensure proper amount and variety of produce necessary for the families we serve. The position will build and execute a long-term sourcing strategy to work with current and identify new partners locally, regionally, and nationally. This position reports directly to the Chief Executive Officer and works closely with the Senior Director of Programming.

Position Description

- Procurement:
 - o Coordinate daily produce needs for all cities, managing current supply streams and establishing new ones to ensure weekly variety in our distributions.
 - o Build and maintain a forecasting model to anticipate supply and demand.
 - o Work with distribution partners, understand their operations, assist with issues related to incoming/outgoing inventory, and collaborate with appropriate partners to secure additional donations from vendors.
 - o Work with industry partners to grow donations of rejected/kicked loads and “seconds”.
 - o Work with Finance team to develop annual budget for produce, and maintain financial stewardship by meeting and exceeding targets.
 - o In coordination with the Senior Director of Strategy, assist with vetting and direction of new produce partners for potential expansion opportunities.

The better we nourish, the brighter we flourish.

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WWW.BRIGHTERBITES.ORG

- Supply Chain Management
 - o Maintain strong relationships and communication with Brighter Bites city leaders and Senior Director of Programming, acting as the liaison between cities and distribution partners to ensure timely and variety of product, as well as proper execution of sourcing strategy and budget.
 - o Collaborate with industry partners including growers, shippers, marketing groups, distributors, carriers to operate a process that channels product to Brighter Bites markets.
 - o Negotiate and manage supply chain solutions for all of our locations.
 - o Traceability and risk management
- Business Development
 - o Represent Brighter Bites at relevant trade shows, build relationships and act as the voice to the produce industry alongside the CEO.
 - o Develop and maintain effective communication and relationships with past, current and potential partners to include trade associations, growers, distributors and retailers.
 - o Manage preparation and recording of acknowledgement letters, track future actions, and file relevant paperwork as it relates to tax benefits of donations.
 - o Work closely with the Marketing/Communications team and city leadership on appropriate public recognition of support.
 - o Drive innovative partnerships with members of the produce industry to promote their goals.
 - o Build and maintain financial models for produce and operational budgets.
- Other
 - o Serve as staff lead for the Committee on Produce for the Board of Directors.

Requirements

- Desire and passion for working with a mission-driven organization related to children and families.
 - Deep understanding of fresh food supply chain and distribution, especially produce.
 - o Preference will be given to candidates who possess existing relationships with key players in the fresh produce supply chain.
 - Experience in supply and/or demand planning.
 - Proven success in managing budgets and fiscal resources.
 - Strong analytical skills
 - Excellent written, oral and interpersonal communication skills with experience in public speaking.
 - Natural problem solver and analytical thinker.
 - Ability to work with various stakeholders.
 - Willingness to work occasional flexible hours.
 - Ability to travel 15-25% of the time.
 - Bachelor's degree preferred, in addition to at least three (3) years of experience working in procurement, sourcing or business development.
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*To apply, please send resume and cover letter to
Megan.gayle@brighterbites.org
with “Sourcing Manager” in the subject line.*