



## Agriculture Relations Manager

Feeding Florida's Agriculture Relations Manager will lead our statewide agricultural relationships with the goal of obtaining additional dairy, produce, and protein for the food bank network. This position, based in Florida, will develop strategy and explore new opportunities, ideas, and methods of working with farmers and ranchers, processors, government partners and the Network to meet short-term pounds targets and long-term strategic outcomes.

### Responsibilities

- Develop and implement strategy to increase access to and donations of agricultural products in support of the Feeding Florida network of food banks and agencies
- Manage and track business objectives that secure access to and donations of agricultural products for the food banks
- Collaborate with procurement and sourcing staff across the network to ensure a coordinated approach for working with donors and the industry
- Provide subject matter expertise and support to the food bank partners and cooperatives for donation opportunities and food donor management
- Build and maintain strategic relationships with key industry trade associations in order to strengthen Feeding Florida and our food bank partners' status as preferred recipients of agricultural donations and financial support
- Plan and facilitate high-level engagement meetings with industry and network partners to better understand commodity-specific availability and supply chain considerations
- Lead strategic projects to further agri-food sourcing opportunities in collaboration with cross-functional food bank and Feeding America staff as appropriate
- Engage in Feeding America committees and projects that enhance the organizational mission

### Required Experience and Qualifications

- Minimum 5 years of functional and business experience in multi-stakeholder environment; or equivalent experience in supply chain, relationship management, industry consulting, customer service role or equivalent.
- Agri-business (produce, protein and/or dairy) work experience is required.
- Strong networking and relationship management skills
- Ability to manage and analyze data to derive business insights
- Adept at using technology and remote collaboration methods for success
- Proficiency in Microsoft including Teams, Outlook, Word, Excel and PowerPoint

## Operational

- This is a telework position, but must be located in Florida
- Able to travel between 20-40%
- This position will require occasional travel to the Feeding Florida office in Tallahassee, as well as travel to visit food banks, growers, and partners. Overnight travel on occasion will be required
- Forty-hour work week
- Salary range is \$55,000-\$70,000, depending on qualifications and experience

## Application

To apply for this position, please email your resume and cover letter to Robin Safley at [robin@feedingflorida.org](mailto:robin@feedingflorida.org).