
Job Title: Food Circularity and Strategic Partnerships Manager

Location: Brussels, Belgium (FEBA Office)

Eligibility: All candidates must hold the right to work in Belgium

Contract Type: Full-time (40h/week), fixed-term contract (14 months, CDD), with possibility of extension based on performance and project success

Reports to: Head of Fundraising and Strategic Partnerships

Salary Range: €3,000 – €4,000 gross/month (depending on experience)

Closing Date: Friday 26 June 2026 (17:00 CET)

Starting Date: As soon as possible

Summary

The European Food Banks Federation (FEBA) is the largest food banking network in Europe, supporting members across more than 28 countries to fight food insecurity and reduce food loss and waste. As Europe's leading NGO in the Food Banking movement, we strive to create sustainable partnerships and mobilize resources that enable our members to carry out their vital daily activities effectively.

FEBA does this by **building strategic partnerships with corporations, food producers, retailers, EU institutions, and foundations**, securing the donations of food, funds, and expertise that power our members' daily operations. Our Fundraising and Partnerships team sits at the heart of this work, **developing and stewarding a portfolio of relationships that directly translates into food on the table for people across Europe.**

What we offer

In addition to the salary, we offer a range of additional benefits to our employees. They include:

- Monthly home working allowance of €150 per month (for full-time employment, pro rata if part-time)
- Monthly transport cost allowance of €50 per month (Brussels-based, pro rata if part-time)
- Meal vouchers (Monizze) are provided with a face value of €10 for each day worked (employer contribution is €8.91 per day, employee contribution is €1.09 per day)
- DKV Hospitalization insurance (for the employee, the affiliation is paid by the employer, the employee can affiliate his family members for a fee)
- 20 legal holidays per annum – pro rata to the number of days worked the previous year in Belgium
- 12 additional holidays (RTT) per annum, each credited per actual month worked
- Group Pension Plan scheme (Securex) with a 3% employer's contribution
- Double holiday pay (double pécule de vacances), paid out in May - pro rata to the number of days worked in the previous year in Belgium

- Prime fin d'année (End of year bonus based on the CP337)
- We offer a hybrid working arrangement with up to two days of home working per week. We understand the importance of work-life balance and strive to accommodate our team members' preferences whenever possible.

Responsibilities

Relationship Management

- Serve as the primary relationship manager for an assigned portfolio of food and financial strategic donation partners, providing excellent stewardship throughout the partnership lifecycle
- Manage partnership renewals and identify opportunities to deepen engagement - for example, expanding a product donation or financial relationship to include funding or employee volunteering
- Facilitate connections between global or pan-European corporate partners and relevant FEBA member food banks to activate donations at local level
- Troubleshoot operational challenges — such as short-notice surplus donations, packaging or labelling issues, and transport constraints — working collaboratively with partners and members to find practical solutions
- Work closely with FEBA member food banks to understand their food sourcing priorities and gaps, ensuring partnership activity is grounded in real network need
- Coordinate with FEBA's programme teams on capacity-building activities related to food procurement best practices, sharing knowledge and tools across the network
- Represent FEBA at external events including food industry trade fairs, corporate sustainability forums, and network events to build visibility and forge new relationships.

Pipeline Management

- Identify and research prospective food donation partners across the European food supply chain, including manufacturers, retailers, foodservice operators, agricultural cooperatives, and logistics companies
- Develop and execute cultivation plans for priority prospects, leveraging FEBA's mission, impact data, and sustainability credentials to make the case for partnership.
- Lead outreach and negotiation with prospective food donation partners, working within FEBA's ethical partnership guidelines and due diligence framework
- Build a pipeline of new food donation relationships to increase the quantity, diversity, and reliability of food sourced for FEBA members

- Monitor and report on key performance indicators relating to the food donation portfolio (tonnes secured, number of active partners, geographic reach, food category diversity).

Qualification and Experience

- Bachelor's degree or equivalent professional experience in sustainability, or related field
- Minimum 4- 5 years' experience in a similar or related role – ideally adjacent to the food sector
- Proven ability to design and scale initiatives for redistribution
- Previous stakeholder management experience across diverse cultural and organisational contexts
- Strong knowledge of philanthropic issues

Skills and Competencies

- Demonstrable experience building and managing external relationships with corporate partners or donors, including prospecting, cultivation, and stewardship
- Experience managing operational or logistical aspects of partnerships, projects, or programmes — including coordination across multiple stakeholders
- Strategic thinking with a strong delivery and execution mindset
- Strong facilitation and communication skills
- Excellent writing, editing, and negotiation skills in English (French or other European language an asset)
- Ability to plan, prioritise and manage multiple projects in a fast-paced environment
- High level of autonomous, sound judgement, and problem-solving skills
- Proactive, solutions-oriented mindset

Assets (nice to have):

- Experience in food-related NGOs or membership-based organisations

Additional Requirements

- Candidates must be entitled to work in Belgium and ideally should be based in Brussels
- Willingness to travel abroad throughout the year.

Diversity and inclusion at FEBA

At FEBA, we are committed to fostering a diverse and inclusive work environment where every team member is valued and empowered. If you are passionate about

making a tangible impact on the fight against food insecurity and food waste across Europe, we invite you to apply for this opportunity.

How to Apply

Interested candidates are invited to send their CV (max 2 pages) and cover letter (1 page) in PDF format to recruitment@eurofoodbank.org, with the subject line 'Food Circularity and Strategic Partnerships Manager'.

The application deadline is **Friday, 26 June** (17:00 CET)

Applications will be reviewed on a rolling basis. Only shortlisted candidates will be contacted.