



Company: Wholesome Wave

Title: Grocery Retail Project Manager

Reports to: Chief Programs Officer

Location: Bridgeport, Connecticut

Statement of Purpose:

Wholesome Wave seeks an entrepreneurial individual who thrives on new program and business development in a socially responsible, risk-taking organization. The successful candidate will be a natural networker, organized, entrepreneurial, and ambitious. Wholesome Wave provides professional opportunities to grow in a high performance, accountable, and supportive learning environment. Passion for growing programs that help make healthy, fresh produce available to people of all economic abilities is a must.

Duties and Responsibilities:

We are looking for an individual skilled at identifying root challenges and recommending and implementing innovative solutions to affordable, healthy food access within the brick-and-mortar retail setting. This position is expected to bring a solutions-oriented mindset that leverages the power of technical assistance, facilitation, and pragmatism, to achieve Wholesome Wave's vision of healthy, local, affordable food for all.

- Develop models that ensure increased sales for local and regional fruits and vegetables;
- Support new strategic partnerships with grocery retailers;
- Develop and deliver programmatic and operational technical assistance and support to increase the ability of external partners to scale their impact and effectiveness;
- Partner with manager and development team to grow relationships through to contract, identifying challenges and building mission-aligned solutions;
- Identify and pursue new projects and business relationships;
- Shepherd earned revenue opportunities from lead to contract;
- Develop realistic and implementable projects and budgets to meet the anticipated outcomes;
- Bring in leadership or other support as necessary to secure the opportunity;
- Extensive domestic travel required (which may involve evening and weekend travel);
- Ideal candidate will be able to meet at our Bridgeport, CT office or in a nearby city on a bi-weekly or monthly basis.

Main Accountabilities:

The Manager will be responsible for increasing the impact and efficiency of projects with significant impact or potential for impact, measured by annual increases in:

- The dollar amount spent on healthy, local food;
- The numbers of individuals participating in programs;
- The number of access points or scale of access provided as part of participating programs.

Minimum Qualifications & Abilities:

- 2-4 years of work experience in a related field required; graduate degree a plus;
- Demonstrated experience and knowledge of brick-and-mortar retail setting operations, with particular emphasis on in-store and out-of-store marketing, product sales, or low-income customer acquisition; retail knowledge a must;
- Knowledge of a variety of formats (small, mid-size, and large format) grocery stores and/or convenience stores a plus;
- Past success in designing and implementing programs, providing technical assistance, and developing cross-sector collaborations resulting in significant outcomes and impact;
- Comfort, flexibility and ability to thrive in a rapidly changing, often uncertain environment;

- Project management skills, coupled with excellent time management skills and ability to prioritize in a fast paced environment with competing demands;
- Ability to operationalize solutions, and bring concepts to reality;
- Knowledge of supply chain solutions for healthy food a plus;
- Strong written and verbal communication skills, including how to modulate communications based on the audience, how to concisely articulate challenging concepts, and use the power of communications to advance program goals;
- Proficient and comfortable networking, building relationships, and steering/navigating external relationships with a diverse range of stakeholders;
- Detail-oriented, with ability to initiate and diligently follow up on all aspects of projects;
- A quick and pro-active learner with a drive to roll up one's sleeves and contribute as needed to advance the projects and the organization;
- Sincere passion for driving change in the food system through market-driven approaches.

Wholesome Wave Overview

Wholesome Wave is a nonprofit working to make locally grown fruits and vegetables more affordable for the people who need it most. When people can afford produce, they buy it. And when the millions of Americans struggling with poverty eat more fruits and vegetables, we see immediate improvements for families and farmers—and enormous long-term gains for public health, local economies, and the environment. Our innovative initiatives serve hundreds of thousands of underserved consumers, as well as thousands of farmers annually, in 46 states and counting.

Wholesome Wave has retained Ahl, Berrien & Partners to assist in this confidential search processes. Inquiries and applications (current resumes and cover letters) should be directed electronically to:

Karen Biggs: Karen@ahlberrien.com tel. 203-966-2117