



Job Title: Value Chain Partnership Manager

Status: Full-Time, Exempt

Primary Location: Lakeshore Food Hub – Hart, MI

Travel: Occasional regional travel required across West Michigan

Reports To: Executive Director

Salary Range: Commensurate with experience

Position Summary

The Value Chain Partnership Manager is responsible for developing and managing the relationships and systems that connect Lakeshore Food Club's food hub with farmers, producers, food rescue agencies, regional aggregators, institutions, and retail buyers across West Michigan. This role plays a central part in building a values-based, transparent, and sustainable regional food ecosystem. A key focus of the position includes managing the region's food rescue strategy and serving as the primary contact for Lakeshore Food Club's Redistribution Organization (RDO) contract with Feeding America West Michigan. The ideal candidate brings a relationship-centered mindset, experience with regional food systems, and a commitment to equity and impact.

Key Responsibilities

Partnership Development & Value Chain Coordination

- Build and maintain trust-based relationships with farmers, food producers, aggregators, institutions, food access partners, and other food hubs
- Coordinate supply and demand across the value chain, ensuring communication, alignment, and shared goals among stakeholders
- Facilitate fair pricing, delivery scheduling, and contracting practices that reflect equity, transparency, and sustainability

Regional Food Rescue Strategy & Redistribution Contract Management

- Lead Lakeshore's food rescue efforts across the region, managing partnerships with growers, retailers, restaurants, food access agencies, and gleaning programs
- Serve as the point of contact for Feeding America West Michigan's Redistribution Organization (DRO) contract, overseeing contract compliance, reporting, and execution
- Support the development of an integrated, regional food rescue strategy in partnership with other food hubs, food banks, and charitable food partners

Market Access & Buyer Engagement

- Develop and grow relationships with institutional buyers, including schools, hospitals, retailers, and community organizations
- Coordinate procurement of local/regional products and support their integration into institutional supply chains
- Translate buyer feedback and procurement trends into actionable insights for producers and suppliers

Data & Performance Monitoring

- Monitor and analyze supply chain data, including volumes, fulfillment, partner participation, and purchasing trends
- Track key performance indicators (KPIs) across procurement and rescue activities and share updates with leadership
- Identify and recommend solutions for inefficiencies or unmet needs across the value chain

Producer Capacity Building

- Provide technical assistance or connect producers to resources for food safety compliance, labeling, packaging, and market readiness
- Support partners in meeting institutional standards and scaling up production to meet growing demand
- Coordinate or deliver training sessions and resource navigation as needed

Logistics & Operational Collaboration

- Work closely with logistics and warehouse teams to ensure timely aggregation, transportation, and delivery of goods
- Help design and refine logistics systems and technology platforms for inventory, order, and contract management

Qualifications

Required:

- Bachelor's degree in supply chain management, agribusiness, food systems, nonprofit management, or related field (or equivalent professional experience)
- 3–5 years of experience in food systems coordination, supply chain management, or food rescue operations
- Strong interpersonal, negotiation, and facilitation skills
- Demonstrated ability to manage complex projects and build partnerships across diverse stakeholders
- Familiarity with regional food systems, food justice frameworks, or values-based procurement

- Ability to travel regularly across West Michigan

Preferred:

- Experience working with farms, food hubs, food access nonprofits, or institutional food procurement
 - Knowledge of food safety regulations and certifications (e.g., GAP, HACCP, FSMA)
 - Bilingual (English/Spanish) preferred
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Work Environment & Schedule

- Based primarily at the Lakeshore Food Hub in Hart, with regional travel to farms, food hubs, agencies, and institutional partners
 - Work is performed in office settings, field environments, and occasionally in warehouse and food distribution spaces
 - Occasional evenings or weekends may be required for partner meetings, events, or contract coordination
 - Operates in a collaborative, equity-centered, and mission-driven nonprofit environment
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Note: This job description outlines the primary responsibilities and expectations of the role but is not exhaustive. Additional duties may be assigned by the Executive Director as needed.