

Head of Industry Engagement – PD

Position Title	Head of Industry Engagement
Location	Melbourne, Australia
Commitment	Full time

Position Purpose and Context	
Organisation Overview	<p>Food Frontier is creating the ecosystem for a sustainable and nutritious food future. We are Australia’s independent think tank and industry advisor for alternative proteins.</p> <p>Through research, conversations and events, Food Frontier advises and connects businesses, innovators and policymakers, helping them navigate and participate in the emerging plant-based meat and cell-cultivated meat sectors. The data, insights and advice we provide helps stakeholders better understand alternative proteins and the economic, environmental and public health opportunities they offer.</p> <p>By supporting safe and sustainable solutions to the need for global protein diversification, Food Frontier helps future-proof our food system with new options that both meet evolving consumer demands and require fewer resources than industrially produced meat.</p>
Position Purpose	<p>This is a rare and exciting role for a food industry and stakeholder engagement professional who is looking to join an ambitious, growing and purposeful organisation.</p> <p>This is a newly established position, and as such, you will have the opportunity to apply and grow your communication, stakeholder relations and problem-solving skills by forging Food Frontier’s relationships with a variety of critical external stakeholder groups, helping them solve problems and harness opportunities.</p> <p>This position is critical to growing the movement for plant-based and cultivated meat innovations across Australia, New Zealand and beyond, and is based at our beautiful office in North Melbourne near the Queen Victoria Markets, with workplace flexibility an important part of our culture.</p>
Expertise Required	<p>Broadly, your responsibilities will include serving as an advisor to stakeholders and a support system to young alternative protein companies, running bi-annual industry meetings, and delivering recommendations on alternative proteins to major retailers, FMCG companies and investors. This will all be underpinned by a strong understanding of the supply chain, how it is evolving, and the needs of all primary stakeholder groups. You are:</p> <p>A food industry specialist with more than 5 years’ experience in Australia’s food sector and a strong understanding of the supply chain and how it operates, from research, NPD and ingredient sourcing, to manufacturing, distribution and retail.</p> <p>A problem solver and strategist who sees the big picture and can think laterally, effectively identifying what is needed to grow and strengthen the alternative proteins ecosystem in our region. You have experience in evaluating stakeholder needs and finding answers to novel issues. You can identify system gaps and bottlenecks, and design initiatives to address them.</p>

	<p>A people person and network builder who can establish and maintain relationships with a broad network of industry stakeholders and serve as an independent advisor and connector. You have demonstrated the ability to engage multiple stakeholder audiences (e.g. start-ups, corporates, academia, etc) and promote collaborative industry-wide attitudes.</p> <p>An advisor and thought leader who can coordinate six-monthly industry Roundtables to explore common industry issues, challenges and opportunities. You'll lead the actions arising, and know how to translate these outcomes into engagement that addresses industry-wide issues and opportunities.</p> <p>A strong communicator who can tailor and deliver information for a variety of food industry audiences in the form of conversations, panels discussions and presentations, drawing on your knowledge and networks to help address audience member's questions.</p>
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<p>Primary Responsibilities</p>	<ul style="list-style-type: none"> • Strategy: Work with the Food Frontier leadership team to develop an industry stakeholder map and engagement plan, building upon the organisation's annual programmatic plan and communications strategy. This includes mapping and developing an understanding of the motivations, priorities and concerns of Food Frontier's target industry audiences and employing robust strategies to communicate with and support these groups, acting as the central point of information exchange. • Network & Relationship Building: Develop and maintain meaningful relationships and engagement with plant-based and cultivated meat start-ups and manufacturers, investors, ingredient processors, FMCG companies, distributors, foodservice groups and retailers. • Advisory Support: Maintaining a detailed understanding of the plant-based and cultivated meat landscapes, including product developments, technical challenges and market opportunities, and draw on that knowledge to advise stakeholders, e.g. supplying insights to retailers on consumer trends and forecasting, or advising an investor on promising ventures to consider. • Supply Chain Facilitation: Maintain a strong understanding of the supply chain – R&D, ingredient sourcing, processing, manufacturing, distribution, foodservice and retail environments – and drive information exchange and the integration of knowledge and feedback. Facilitate introductions between stakeholders to assist with partnerships, capital raising and capacity building. • Project Management: Manage multiple projects and deadlines in a highly organised fashion – from bi-annual roundtable meetings, to industry research projects – working both autonomously and collaboratively with a high level of initiative and enthusiasm. • Other Tasks: Perform other tasks to support Food Frontier's work, as directed by the CEO, for example, tracking and measuring project outcomes based on pre-determined evaluation metrics.
<p>Key Stakeholders</p>	<ul style="list-style-type: none"> • <u>New ventures:</u> plant-based and cultivated meat founders and investors • <u>Established businesses:</u> retailers, foodservice groups, distributors, ingredient suppliers, meat processors & manufacturers / FMCG companies. • <u>Food Frontier team members</u>

Our Values	<ul style="list-style-type: none">• Pragmatism: We strive to achieve lasting change through strategic, incremental steps.• Collaboration: We believe that we move faster together, and that building meaningful relationships and partnerships is imperative to achieving our goals.• Innovation: We are bold, intrepid and courageous, embracing progress that achieves our objectives.• Fairness: We show compassion, generosity and understanding in all facets of our work and with whom we engage.• Integrity: We act ethically, with transparency and in accordance with our values.
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Food Frontier is offering a **reward of \$1,000** for the recommendation of a candidate who is ultimately appointed to the role.

For enquiries, please contact our recruitment partner Lauren Kirk (below), and to submit an application, send Lauren an email with the subject line "Food Frontier - Industry Engagement" and attach your CV and a cover letter describing your relevant skills and experience and why you're drawn to the role.

Lauren Kirk

lkirk@morganconsulting.com.au

0406 633 518