



**Company: Wholesome Wave**

**Title:** Manager, Program Expansion and Growth

**Reports to:** Senior Programs Manager

**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.

**Impact and Influence**

This full-time position is responsible for increasing access and affordability for 300,000 individuals resulting in over \$2,000,000 in sales of healthy, local food at farmers markets and grocery stores over the next 3 years. As new projects are launched, these numbers will increase proportionately.

**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. 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.

- Manage and facilitate multi-state, multi-sector access and affordability projects;
- 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 external organizations to increase the spread and impact of Wholesome Wave programs;
- Lead expansion/growth of programs in key geographies;
- Ability to leverage partnerships with the communications, development, research, and executive teams;
- Create and maintain a pipeline of projects, including positioning Wholesome Wave as a program or project consultant;
- Manage projects with budgets up to \$300,000, and be held accountable for keeping those projects on time and on budget;
- Establish and implement work plans, timelines, and communication protocols, as well as manage project teams, provide regular project updates, and communicate appropriately with leadership and other teams regarding the project;
- Meet the stated outcomes for projects within the resources allocated;
- Operate within a matrix management structure, with possible management and supervision of associates and interns working on assigned projects;
- Delegate responsibilities to project team members as necessary;
- Provide guidance and direction to project team members, including opportunities for growth and development;
- Provide timely and responsive feedback to leadership and team members;
- Successfully work with lateral team members or those without a direct supervisory relationship across the Programs team and the organization;
- Support development efforts and securing earned revenue of over \$50,000 to fund program work that can drive increased affordability and access;
- 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;
- Domestic travel required; approximately 10-12 trips of 1-4 days per year (which may involve evening and weekend travel);
- Work from our Bridgeport, CT office, with the ability to work from home one day a week.

**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:**

- 2-3 years of work experience in a related field required; graduate degree 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;
- 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](mailto:Karen@ahlberrien.com) tel. 203-966-2117