

Advertisement – Commercial Development Manager



September 2026

Help shape and lead the future of food relief in Victoria!

At Foodbank Victoria, we're working towards a future where everyone has access to healthy, nutritious food. As our Commercial Development Manager, you'll play a pivotal role in making that vision a reality by leading strategic food sourcing, commercial partnerships, procurement, and contract management activities that help deliver food to communities across the state.

At Foodbank Victoria, we're growing to meet increasing demand for our services across the state. As we continue to expand our impact, we're investing in talented people who share our commitment to supporting Victorian communities.

This is an opportunity to drive meaningful impact through commercial excellence, leading negotiations, tenders and purchasing initiatives while strengthening the systems and partnerships that support safe, healthy and culturally appropriate food relief programs.

Why Foodbank?

Whether it's everyday emergencies or in times of crisis, Foodbank Victoria has been providing vital food relief to vulnerable Victorians for 96 years. We deliver food to people who need it in three different ways: in partnership with our charity partners, through schools and via our regional Community Food Centres.

Across our network of over 450 charity partners and 1400 schools throughout Victoria, we have distributed over 25.1 million meals in the last 12 months and are currently feeding 76,000 Victorians a day.

While supporting our charity and school partners is at the core of what we do, as the state's dedicated emergency food relief organisation, we're also here to assist Victorians through natural disasters, pandemics and the 'invisible disaster' caused by the ongoing cost of living crisis.

Why we are right for you?

Our people come for a career and stay for the mission!

You will join an organisation full of passionate and creative people who champion and invest in the vision of helping to fight for a food secure future for all Australians.

We strive for a diverse and inclusive workforce, fostering a culturally safe and supportive environment where everyone can bring their whole self to work.

Our locations span across metro and regional Victoria including Altona, Brooklyn, Ballarat, Morwell and our CBD support office but the warmth of our culture is unified across all sites.

Imagine a future with us:

- Lead Foodbank Victoria's food sourcing strategy, delivering commercial outcomes that maximise access to healthy food for Victorian communities.
- Build influential partnerships across the food industry and Foodbank network to secure food supply, align strategic priorities and create shared value.

Advertisement – Commercial Development Manager



September 2026

- Drive complex negotiations, sourcing initiatives and business development opportunities that deliver sustainable, long term impact.
- Lead and develop a high performing team while championing innovative supply solutions that strengthen food security and organisational performance.
- Lead food sourcing, procurement and commercial negotiations for major government funded programs.
- Drive product development, supplier partnerships and menu optimisation initiatives that deliver contractual outcomes and enhance program impact.
- Lead the development of innovative commercial and distribution models that strengthen Foodbank Victoria's food sourcing capability and sector impact.
- Provide clear senior leadership and commercial direction and support to ensure a high-performing, engaged food sourcing team.
- Lead and develop a high performing team while fostering a positive, inclusive culture that supports wellbeing, capability building and continuous improvement.

Why you're right for us:

- You want to be a part of a brand that's been around for over 96 years and genuinely share our passion for our vision of healthy food for all.
- Able to live and breathe our values of empowerment, accountability, integrity, respect, diversity and equality.
- Relevant tertiary qualifications and/or equivalent professional experience.
- Significant experience within the food industry, with a strong commercial background and at least 5 year's experience in a similar role.
- Proven ability to build, influence and manage relationships with diverse stakeholders at all levels.
- Exceptional negotiation, communication and presentation skills, with the ability to engage and influence a wide range of audiences.
- Demonstrated success leading and developing collaborative, high performing teams.
- Strong organisational and time management skills, with the ability to manage multiple priorities and deliver results.

We can offer you:

- Access to salary packaging benefits to increase your take home pay.
- Team member engagement above 75%.
- An organisation focused on employee wellbeing.
- Supportive team environment that embraces change and innovation.

Keen to apply?

- Please review the Position Description on our website in the 'Careers' section at www.foodbankvictoria.org.au and get to know us before you apply.
- Applications to include an up-to-date resume and cover letter.