

Job Title: Corporate Partnerships & Stewardship Lead**Location:** Brussels, Belgium (FEBA Office)**Eligibility:** All candidates must hold the right to work in Belgium**Contract Type:** Full-time (40h/week) - Permanent contract (CDI)**Reports to:** Head of Fundraising & Partnerships

Line Management: Partnerships and Stewardship Associate (new)

Salary Range: €4,000 - €5,500 gross/month (depending on experience)**Closing Date:** 30th October**Starting Date:** As soon as possible**Summary**

The European Food Banks Federation (FEBA) is the largest food banking network in Europe, supporting members across more than 28 countries to fight food insecurity and reduce food loss and waste. As Europe's leading NGO in the food banking movement, we strive to create sustainable partnerships and mobilise resources that enable our members to carry out their vital daily activities effectively.

FEBA does this by building strategic partnerships with corporations, food producers, retailers, EU institutions, and foundations, securing donations of food, funds, and expertise that support our members' daily operations. Our Fundraising and Partnerships team sits at the heart of this work, developing and stewarding a portfolio of relationships that strengthens food banks across Europe.

The Corporate Partnerships & Stewardship Lead is a senior role responsible for FEBA's approach to corporate donor stewardship, retention, and portfolio growth. The role will manage relationships across FEBA's Visionary, Supporting and Friends of FEBA partnership tiers, develop new relationships at Friends of FEBA and Supporter level, and ensure partners are brought closer to FEBA's impact through thoughtful, high-quality engagement. Acting as an ambassador for FEBA, the role will represent the organisation externally and support the Head and CEO in converting strategic connections into long-term partnerships and income.

What we offer

In addition to the salary, we offer a range of additional benefits to our employees. They include:

- Monthly home working allowance of €150 per month (for full-time employment, pro rata if part-time)
- Monthly transport cost allowance of €50 per month (Brussels-based, pro rata if part-time)
- Meal vouchers (Monizze) are provided with a face value of €10 for each day worked (employer contribution is €8.91 per day, employee contribution is €1.09 per day)

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- DKV Hospitalization insurance (for the employee, the affiliation is paid by the employer; the employee can affiliate family members for a fee)
 - 20 legal holidays per annum - pro rata to the number of days worked the previous year in Belgium
 - 12 additional holidays (RTT) per annum, each credited per actual month worked
 - Group Pension Plan scheme (Securex) with a 3% employer contribution
 - Double holiday pay (double pécule de vacances), paid out in May - pro rata to the number of days worked in the previous year in Belgium
 - Prime fin d'année (end-of-year bonus based on CP337)
 - We offer a hybrid working arrangement with up to two days of home working per week. We understand the importance of work-life balance and strive to accommodate our team members' preferences whenever possible.

Responsibilities

Portfolio Management, Stewardship and Retention

- Serve as primary relationship manager for FEBA's Visionary and Supporting Partners, providing excellent stewardship throughout the partnership lifecycle.
- Own and implement FEBA's donor stewardship and retention strategy, moving beyond transactional communications to create tailored engagement journeys, stronger impact reporting and meaningful opportunities for partners to connect with FEBA's work.
- Lead renewal planning and identify opportunities to deepen and uplift partnerships, with a particular focus on converting significant gifts into multi-annual relationships.
- Maintain strategic oversight of stewardship plans for Friends of FEBA accounts, ensuring a consistent approach across the wider team and clear pathways for retention and growth.
- Work across FEBA teams to strengthen the quality of donor impact evidence, reporting, communications and engagement.

Lead Generation and External Representation

- Lead new business development for Friends of FEBA and Supporter-level partnerships, with a particular focus on FEBA's identified growth sectors.
- Act as an ambassador for FEBA, representing the organisation at relevant conferences, industry events, networking opportunities and partner gatherings across Europe to build visibility, develop new connections and expand FEBA's network beyond its existing relationships.

- Research, cultivate and progress priority prospects, working collaboratively with relevant FEBA teams to build and maintain a strong pipeline, define clear pathways for engagement and stewardship, and ultimately convert opportunities into new partnerships and income.
- Support the CEO and Head of Fundraising & Partnerships with prospect preparation, follow-up and behind-the-scenes relationship management to help convert senior-level introductions into partnerships.

Team and Strategic Development

- Line manage the Partnerships and Stewardship Associate, setting priorities and supporting their professional development.
- Support the Head of Fundraising & Partnerships in the design, recruitment and ongoing management of a future FEBA Development Board, anticipated from late 2027-2028.
- Contribute to departmental planning, income forecasting, CRM discipline, due diligence and the continuous improvement of fundraising systems and processes.

Qualification and Experience

- At least 6 years' relevant experience in fundraising, corporate partnerships, philanthropy or portfolio management, with a strong preference for candidates bringing 8 or more years of relevant experience.
- Ideally some previous line management experience.
- Proven experience managing significant donor or corporate portfolios and securing or renewing six- to seven-figure partnerships, ideally on a multi-annual basis.
- Demonstrable experience across philanthropy fundraising and/or corporate partnerships; experience spanning both is strongly preferred.
- Experience designing and delivering donor retention, stewardship or engagement strategies.
- Experience representing an organisation externally, including networking, speaking opportunities and senior stakeholder engagement.

Skills and Competencies

- Excellent relationship management, influencing and negotiation skills, with confidence engaging senior corporate, philanthropic and organisational leaders.
- Strong strategic judgement combined with a practical delivery mindset.
- Excellent writing, editing and verbal communication skills in English (French or another European language is an asset).
- Ability to translate complex organisational impact into compelling, donor-relevant engagement and reporting.

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- Strong people-management, prioritisation and project-management skills in a fast-paced environment.
 - Proactive, entrepreneurial and comfortable travelling regularly to build FEBA's external network.

Assets (nice to have):

Experience in food-related NGOs, membership-based organisations or European networks.

Additional Requirements

- Candidates must be entitled to work in Belgium and ideally should be based in Brussels.
- Willingness to travel abroad throughout the year.

Diversity and inclusion at FEBA

At FEBA, we are committed to fostering a diverse and inclusive work environment where every team member is valued and empowered. If you are passionate about making a tangible impact on the fight against food insecurity and food waste across Europe, we invite you to apply for this opportunity.

How to Apply

Interested candidates are invited to send their CV (max 2 pages) and cover letter (1 page) in PDF format to recruitment@eurofoodbank.org, with the subject line 'Corporate Partnerships & Stewardship Lead'.

Applications will be reviewed on a rolling basis. Only shortlisted candidates will be contacted.