



## Background

Map of Ag is a global pioneer in agricultural data analysis and modelling technology. We provide expert knowledge and insight to agriculture and food chain industries from our offices in the UK, Argentina and New Zealand.

Providing access to intelligently sourced data and information from farms, we enable businesses within the agriculture industry and food chain to maximise the impact of planning and decision-making.

Map of Ag enables you to generate insight and gain knowledge of industry trends by talking directly to farmers and, more specifically, to answer targeted questions which are relevant to your business.

## Job Description

December 2018

<b>Title:</b>	Account Manager
<b>The Role:</b>	Responsible for the management and growth of sales and relationships with specified key accounts. You will support the UK and Global Sales team with their key accounts, as well as developing new business directly with allocated non-key accounts – working to meet and exceed targets agreed with the UK & Ireland Head of Sales.
<b>Responsibilities:</b>	<p>Primarily, responsible for maintaining, or exceeding, revenue targets for the accounts which are allocated to you.</p> <p>Managing and developing your client relationships.</p> <p>Be a company representative, effectively communicating with clients, delivering a positive customer service experience, with a goal to achieving repeat business.</p> <p>Manage client expectations regarding the quality and delivery of projects, clearly communicating these expectations of service to the Map of Ag team.</p> <p>Work closely with the Accounts department to ensure efficient and prompt client invoicing and support credit control where needed.</p>
<b>Reporting to:</b>	Head of UK & Ireland Sales
<b>Reports:</b>	Call reports for each client contact.

Provide weekly and monthly reporting and forecasting of sales revenues for accounts which you have responsibility for.

Communicate regularly on the progress of projects to client and line manager.

**Support:** Close support will be provided by the Map of Ag Product and Project delivery team.

**Profile sought:** We are looking for someone with new ideas, dedication, self-motivation, and a desire to grow our business, via new and existing clients. The ideal candidate will have the following attributes:

- Strong interpersonal skills
- Good personal organisation, with keen attention to detail and budgetary restraints
- Excellent communication skills, both written and verbal
- Good negotiation skills
- The ability to generate new ideas
- Be knowledgeable and passionate for agriculture, the food supply chain, and the developing AgTech market
- Capacity for dealing effectively with management at all levels
- Have a client focused attitude, and experience of delivering the best possible customer experience
- 2+ years' experience of effectively leading client relationships

**Location:** Based from home, attendance will be required at offices in Woodbridge or Kidlington for meetings, as well as travelling to client meetings.

The role will involve travel throughout the UK and Ireland.

## Applications

Please email covering letter and CV to: [ukrecruitment@mapof.ag](mailto:ukrecruitment@mapof.ag)