



Job Vacancy: Senior Account Manager

Location: Flexible

Salary: Competitive base + bonus package

Hours: 40 hours per week

Are you looking for an influential role, supporting the food chain in measuring and driving environmental sustainability improvements on their supplying farms?

Map of Ag are an innovative agricultural data connectivity & insights business, working in UK, Europe, Australia & New Zealand. We're looking to recruit a *Senior Account Manager*, to lead our strategy and delivery with our customers. Whether it be measuring the greenhouse gas emissions across six supply chains for a 'big-four' supermarket, or calculating levels of health & welfare across dairy farms for a major milk processor, Map of Ag work at the heart of the food industry to support customers in building resilient, sustainable supply chains.

What will the role involve?

As a *Senior Account Manager* you'll be responsible for the following areas:

- Developing strong relationships with customers and their teams, understanding their key objectives, and translating these back internally to help shape product development and customer delivery.
- Identifying opportunities to add further value with our customers, and successfully deliver these in order to support business revenue growth.
- Independently managing the financials of product and service delivery with customers, ensuring accounts are profitable and deliver the required margin for reinvestment into product development.
- Working closely with the *Client Services* and *Consultancy* teams to ensure successful onboarding of customers and their farms to our products, alongside effective delivery of support services.
- Managing customer risk, ensuring potential conflicts are identified early on and proactively managing internal and external teams to mitigate these.
- Supporting wider business development to potential new customers, attending business events, networking and utilising existing contacts to generate more work for the business.

What skills are we after?

To be successful in this role, we're looking for the following skills:

- Great interpersonal skills and able to develop strong relationships with key senior customer contacts.
- Dynamic personality that is comfortable working across a range of customer accounts and project at the same time.
- Experience of working within agriculture of the agrifood sector, with strong knowledge of the industry.
- Excellent management skills, to effectively manage and support internal teams responsible for product and service delivery.
- Confident in working independently and making key strategic decisions relating to customer accounts.
- A background understanding of agricultural data is desired but not essential, as training can be provided.

Location

This role is remote based, however will involve travel to meet customers and their stakeholders. Map of Ag's UK head office is based in Penrith, Cumbria, and occasional travel to meet the team there would also be required.

Package

Map of Ag offer a competitive base salary for this role to reflect the relevant experience, alongside a rewarding bonus structure, based on key customer and business success metrics. To find out more please get in touch via the details below.

Apply

For further information on the role please call Rob Burgess on 01768 868472. To apply please email your CV and a short covering letter to rob.burgess@mapof.ag.