



FAI is seeking an **Account Manager** to join our UK team (with flexibility towards other working arrangements).

- **Position:** 37.5 hours
- **Immediate Team:** Data and Client relations teams
- **Location:** Oxford (UK) office or remote-working with requirement to travel occasionally for team and client meetings (Europe mostly)
- **Deadline:** 31st October 2020
- **Short-listing:** w/c 1st November 2020

About the role

As an Account Manager at FAI, you will bring value to FAI's industry partners and drive sustainability in the food sector through initiating and building client relationships, as well as shaping the development, delivery and expansion of FAI's data and consultancy services. You will be an exceptional client-facing individual capable of delivering project management, client value and technical expertise in the application of digital tools that drive sustainable and regenerative food systems.

Working alongside our international team of strategists, scientists, data analysts, software developers and supply chain experts, your role will include:

- Client account delivery: support the planning, delivery and implementation, monitoring and evaluation of FAI client accounts, including budgeting and communications
- Data product delivery: including attendance of client meetings and delivery of presentations and software training, front-end user support to clients and preparation of technical reports
- New business sales: identifying new opportunities and effective solutions to existing and new client challenges as part of wider FAI team
- FAI data systems support: communication of development needs and user testing with FAI's data team

Requirements

We're keen to hear from a range of applicants with applicable experience. You should be able to demonstrate that you are able to meet some, or all, of the following requirements:

- Highly self-motivated and autonomous with effective time management abilities
- Strong interpersonal skills with the ability to build and develop relationships at all levels
- Able to deliver high quality work that aligns with FAI's mission and business objectives
- Excellent communicator with strong and verbal and written English communication skills
- Excellent organisational skills and able to deliver quality work on time for multiple, simultaneous projects
- Comfortable with working remotely and with colleagues in a variety of international locations

Your skills and experience

We're keen to hear from a range of applicants who can demonstrate some, or all, of the following skills and experience:

- Proven experience in building client relations and working collaboratively with team members and partners to understand and deliver value to customers
- Demonstrable skills in project management, including proposals, project planning, budgeting and monitoring
- Proficiency in new business development and sales targeting
- Knowledge of Data Systems, Environmental Science, Sustainability, Agriculture or a similar related discipline, as either Degree-level qualification or equivalent practical & industry experience
- Working technical knowledge and experience of the application of data tools in agriculture or supply chain management
- Excellent computer skills with Microsoft Office, and data handling competency, business Intelligence packages

How to apply

This recruitment has a deadline so please don't wait to submit your application. We will be short-listing w/c 1st November 2020.

Please submit a CV and cover letter to info@faifarms.com with the title "**Application Account Manager**". In your covering letter, please tell us about yourself, why you want to work with FAI and what unique elements you feel you can bring to the role. Please also include details of your notice period and current remuneration, if applicable.

Due to the ongoing Covid-19 epidemic, we anticipate that all interviews will be conducted remotely.

About FAI

Across the world, people are more interested than ever in knowing where their food comes from, how it was produced, and by whom. This represents incredible risks and opportunities for food brands to ensure they address the impact their production practices are having on people, animals and the environment. FAI's mission is to help food producers and retailers capture this opportunity and take practical steps toward solutions for climate and food security.

We work with a range of companies from thought leaders and disruptors who want to challenge the status quo, through to those who are just beginning their sustainability journey, by helping them better understand their supply chains and challenges. Our strategic and evidence-based approach is focused on driving meaningful improvements across supply chains, mitigating risks and realising long-term business benefits for our partners, by inspiring industry actors to meet and exceed key performance outcome measures, rather than telling farmers how to farm.

FAI have offices in England, Norway, Brazil and the US and a regenerative farming enterprise in Oxford, UK.

FAI Farms Ltd is an equal opportunities employer.