

FAI is seeking an **Account Manager - Regenerative Agriculture (US)** to join our global team

- **Position:** 37.5 hours (full time)
- **Immediate Team:** Client Insite Team
- **Location:** US, remote working, preference for Mid-West, with occasional travel to client and team meetings
- **Deadline or applications:** 30<sup>th</sup> July, 2021
- Ongoing **Short-listing and Interviews**

## About FAI

Humanity is facing the twin-crises of biodiversity loss and climate change. Food production takes up almost half of the planet's land surface and has impacted every ocean fishery. This affects everyone, but as an industry we have a responsibility and unique opportunity to act.

**We believe food production can and must be part of the solution.** For over 20 years we have partnered with farmers and corporations to build resilient, restorative and biodiverse food systems. Together we have delivered award-winning programmes and results. See our recent work with [McDonald's Corporation](#) as an example of our impact.

We are farmers, scientists and consultants. We understand the challenges and the power of cooperation to solve them. Our impacts are well evidenced, and benefit the welfare and health of animals, the environment, business and community.

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

## About the role

As an Account Manager at FAI, you will be an exceptional client-facing individual capable of delivering project management, client value and technical expertise that drive sustainable and regenerative food systems. You will initiate and build strong relationships, as well as shape the development, delivery, and expansion of FAI Insite - our data and consultancy service – in the US.

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..
- **Regenerative Agriculture delivery and thought leadership.**
- **FAI Insite delivery:** including attendance of client meetings and delivery of presentations, working with our bespoke data software options including front-end user support to clients and preparation of technical reports – appropriate training will be provided to the successful candidate.

- New business sales: identifying new opportunities and effective solutions to existing and new client challenges as part of wider FAI team.
- FAI Insite support: communication of software and data development needs and associated user testing.

## Requirements

We're keen to hear from a range of applicants with applicable experience. You should be able to demonstrate that you can 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 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:

- Three or more years proven experience in building client relations and working collaboratively with team members and partners to understand and deliver value to customers.
- Passion, knowledge and expertise in implementing regenerative agriculture practices and programmes with farmers and corporate supply chains.
- Demonstrable skills in project management, including the creation and delivery of new proposals, project planning, budgeting and monitoring.
- Proven track record in new business development and sales.
- Knowledge of Environmental Science, Sustainability, Agriculture or a similar related discipline, as either Degree-level qualification or equivalent practical and industry experience.

## How to apply

This recruitment has a deadline so please don't wait to submit your application. We will be shortlisting and interviewing on a rolling basis.

Please submit a CV and cover letter to [info@faifarms.com](mailto:info@faifarms.com) with the title “**Application: US 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. **Please note CVs submitted without a covering letter will not be considered.**

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

FAI Farms Ltd is an equal opportunities employer.