
Job Title:	Strategic Account Manager
Reports to job title:	Head of Strategic Partnerships
Department	Business Development
Location:	Remote, Home-based
Salary:	£45,000 - £55,000

About Us

The UK Agri-Tech Centre is a new organisation launched on 1 April 2024 and created from three of the original Agri-Tech centres.

Utilising our UK-wide assets, world-class facilities, and expertise, our new organisation is a gateway for funding programmes, such as the Farming Innovation Programme and Horizon Europe. It benefits the whole supply chain, the UK economy, and beyond.

We offer a complete life cycle of support, driving agri-tech innovation and adoption through world-class facilities, expert knowledge and business support to accelerate progress.

We strengthen the connections between science, business, and funders to accelerate research and development, tackling the industry's most critical challenges, such as climate change, labour availability, disease mitigation and environmental sustainability.

Job Purpose

As Strategic Account Manager, you will develop and implement a plan to identify and target key national strategic accounts across the UK. You will support the international business development team, where key partnerships will be cut across both areas to strengthen relationships and generate revenue.

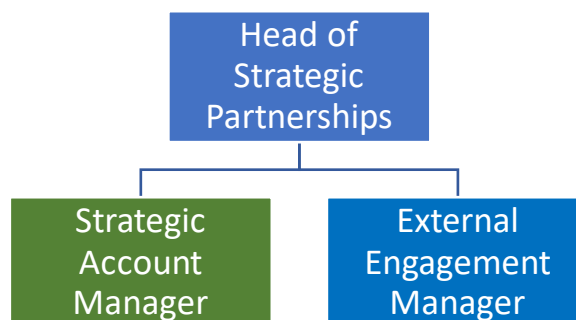
This will include working closely with existing strategic partners and identifying new target businesses supporting the broader UK Agri-Tech Centre strategy. You will lead strategic account conversations, generating leads and revenue from predominantly commercial projects, identifying the trends and themes that come from those relationships, and managing and forming the support we offer the sector.

You will expand and maintain relationships with strategic accounts, taking responsibility for assigned strategic account targets. You will work with the Head of Strategic Partnerships to initiate contact. You will work closely with the wider business development team, innovation team, delivery team and the wider organisation to deliver this.

Main Duties

- Develop trusted relationships to grow the business's revenue from projects developed with strategic accounts and build a thorough understanding of key customer needs and requirements
- Work with the Head of Strategic Partnerships to target new accounts
- Expand relationships along with those of existing customers by continuously proposing solutions that meet their objectives
- Develop new and ongoing business and commercial opportunities around strategic accounts and assist/lead in the strategic relationship management of these partners
- Lead partnership initiatives and provide critical guidance to the cross-functional teams that support them
- Key Account Manager for designated strategic accounts, responsible for keeping clients informed about new opportunities, company initiatives, and collaborative strategies to achieve mutual benefits in priority areas
- Interact and deliver strategies in line with the UK Agri-Tech Centre mission, vision and values
- Collaborate and liaise within Business Development and key contacts in Innovation, Capabilities, Projects, Marcoms and Finance to support project delivery
- Report regularly on activities, achievements, and revenue targets to the Head of Strategic Partnerships and record this in CRM
- Work collaboratively and in partnership with stakeholders, focusing on businesses, entrepreneurs and the public while supporting academics and Government
- Represent the UK Agri-Tech Centre and act as an ambassador, attending and participating in events, continually developing our brand and recognition within the industry

Organisation Chart



Qualifications, Skills and Experience

- Degree level education or equivalent experience, ideally in Agricultural, Food Science or Environmental Sustainability discipline
- Direct sales experience, preferably within the agri-tech sector, with a proven track record of hitting revenue targets
- Have a broad range of industry contacts in the agri-tech or associated sectors
- Experience in influencing and developing collaborative networks with, but not limited to, academic accounts, multinationals, retailers and SME's
- Excellent communication and interpersonal skills at all levels and with all stakeholders
- Highly collaborative and inclusive approach with the ability to manage conflicting agenda
- High level of competency with technology
- Excellent presentation skills
- Clean driving license

Additional Information

Regular travel across the UK and occasionally overseas.

Application

To apply, please follow this [link](#) and complete a short registration on our internal recruitment portal.

Closing date is November 28 2024