



Commercial Key Account Manager Fairview, Edinburgh

Salary: Up to £55,000 (DOE) & Car Allowance & Excellent Bonus scheme

Additional Benefits: Company Pension, Life Assurance & Employee Discounts & Savings Scheme

Shift Pattern: 40 hours per week, Monday to Friday.

2Agriculture are offering an exciting opportunity for a Commercial Manager to join the team at Fairview, Edinburgh.

About 2Agriculture

This is an exciting time to join 2Agriculture as we continue with our ambitious growth plans. 2Agriculture is an independent milling business which has been supplying feed to the poultry industry for the past 50 years. Every day here at 2Agriculture we work with talented, dedicated colleagues to produce sustainable, premium quality feed enabling our farming partners achieve the highest standards of poultry.

Service is at the heart of the team at 2Agriculture where over >300 employees work across six sites. Our feed mills operate to the highest standards set for product quality, with a specialist production team monitoring output ensuring zero or minimal mill downtime. Our fleet of over 40 Lorries operate 24/7 ensuring feed arrives on time and in full, with a real focus on biosecurity prior to delivery, on site and during departure.

Role Profile

Reporting to the Commercial and Technical Director, this role will take full responsibility for Nominated accounts and external customers, along with key account development. As well as contributing and developing 2Agriculture's long term strategy and policies within the poultry feed sector.

Key Responsibilities

A fundamental part of this role will be to manage the relationship between the customer and the 2Agriculture, including visiting customer sites as required. You will work closely with the 2Agriculture Customer Services team to ensure all requirements are communicated and demands are met, ensuring positive cross functional relationships are met.

This role will include meeting the budgeted volume and margin contribution to ensure the business is profitable. There is a requirement to review sales forecasting regularly and improve forecast accuracy based on improved customer intelligence, crop schemes, and forecast to include product types. You will work closely with the Commercial Support Manager to achieve our forecasting targets and be an important part of the demand & supply review process.

Furthermore, you will put all orders and contracts through our costs model for pricing and procurement of raw materials and help implement effective risk management strategies, working with credit control to manage financials with customers.

Additionally, this role will support in developing and analysing market intelligence to aid the objective of maximising both the customer experience and business profitability in the medium to long term.

Person Specification

To be successful in this role, candidates should have experience in and an understanding of the poultry industry. You must have a drive and desire to succeed in a commercial environment.

The ideal candidate must have demonstrable experience of key account management and business development, with experience of managing and influencing multiple key stakeholders advantageous.

With excellent communications skills and the ability to influence at all levels, candidates should be commercially aware, logical and solutions focussed. As well as Computer literate, in particular, strong experience working with Microsoft programmes.

If you would like a copy of the full job description or if you are interested in applying for the post, please send your CV and cover letter to hr@2agriculture.com.