

## Vacancy – Account Manager

*Urban Farmer offers an opportunity to be part of something meaningful.*

### The Employer - Urban Farmer (Pty) Ltd

Urban Farmer is a South African company focused on enabling competitive poultry and livestock production in Africa through the supply of world class products and services to its customers.

Urban Farmer is an exciting and growing company. It works with a wide range of customers throughout sub-Saharan Africa, including small-holder farmers and large integrations. It enjoys excellent working relationships with many of the world's leading animal nutrition and health companies.

Urban Farmer is in South Africa with subsidiary businesses in Zambia, Kenya, Nigeria, and Uganda. It employs 25 staff across its sales and marketing, technical, finance and operational divisions.

[www.urban-farmer.co.za](http://www.urban-farmer.co.za)

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### The Position – Account Manager

Job title:	Account Manager
Reports to:	Sales Manager
Preferred start date:	1 June 2024
Location:	Urban Farmer Technical Office (Menlyn, Pretoria)

The Account manager is responsible for assisting the Sales Manager with the development and implementation of a sales strategy and sales budget for the company.

The Account manager should pursue sales within allocated countries as well as provide technical support (remote advisory services, as well as on-farm technical support and training) to customers within these countries with the assistance of Urban Farmer's technical department.

The Account manager is required to travel regularly and extensively within Sub-Saharan Africa.

The Account manager will be required to perform certain administrative duties, such as recording and monitoring transactions and technical queries, coordinating travel and meetings, and preparing reports to present to management.

The Account manager must be aware that they are working in a small, multi-disciplinary company and should be prepared to assist in all aspects of day-to-day business if required.

### Key Skills

Expected to meet the requirement for a commercially astute, articulate, technically strong, dynamic, and insightful team player with the ability to operate at both strategic and operational levels.

Engage with a wide range of stakeholders requiring an individual with extremely high emotional quotient and outstanding communication skills.

Required to handle high levels of pressure and critical decision making.

Technically strong and have a broad understanding of all aspects of livestock production; including nutrition, health, hygiene, and management.

Needs to be energetic, highly motivated, with an enquiring mind and passion for excellence and innovation in pursuit of business growth and success.

Professionalism and integrity are key requirements for this position.

### **Knowledge and Educational Level**

- Minimum BSc Agric Animal Science or similar
- SACNASP registered or in the process thereof
- Minimum of 3 – 4 years' experience in the agricultural sector
- Sales experience advantageous
- Excellent command of English (spoken and written) is required
- High level of computer literacy (Word, Excel, PowerPoint, and Outlook) is required

### **Remuneration**

Basic monthly salary:	Negotiable based on experience
Commission:	Yes
Vehicle allowance:	No
Medical aid:	No (Personal medical aid required)
Pension / RA:	Yes
Bonus:	No
Other benefits:	Laptop computer and cell phone allowance

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### **Interested? Get in touch:**

Please send applications (cover letter and curriculum vitae) to [reinhardt.steyn@urban-farmer.co.za](mailto:reinhardt.steyn@urban-farmer.co.za). Successful applicants will be contacted telephonically and potentially be invited for an interview to meet our team and discuss the position further.