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## Account Manager

### Overview

Muddy Boots is a well established software business working within the global food and farming industry.

With customers which extend throughout the supply chain from growers, packers and branded manufacturers through to major retailers and standard holders, our vision is to be a world recognised authority and trusted provider of traceability and quality assurance solutions for sustainable food and farming.

We are now looking for a highly motivated Account Manager to join our team to manage and develop profitable relationships with a portfolio of our key customers in the food industry.

This is a fantastic opportunity for a talented professional who has the desire to work for a well respected leader in traceability and quality assurance solutions within the dynamic food industry. The successful candidate will be given a voice within the business and the opportunity to contribute through significant impact on company growth. Customer contact will be at both board and user level (SMEs and Blue Chips).

### Main Duties

- To manage and develop profitable relationships with our key customers
- To work with customer management teams to understand their business requirements
- To deliver product demonstrations that meet customer business requirement
- To communicate customer requirements and/or schedules to internal staff
- To create and maintain project documentation
- To manage and maintain data on internal CRM systems

### Person Specification

- Qualified to degree level in a relevant area
- Previous account management experience within a similar business to business environment useful, but not essential
- An understanding of the food industry useful, but not essential
- Excellent communication skills in writing, on the phone and face to face
- Highly organised and self-motivated with a 'can do' attitude
- Excellent interpersonal and intrapersonal skills

- Knowledge of Microsoft Office packages, including PowerPoint, Word and Outlook
- Good presentation skills

In return we offer excellent working conditions and a competitive salary and benefits. There are good opportunities for career progression for the right candidate.