

Account Manager

Multiple positions

Location flexible

Full time

The Company

AGRIFUNDER provides finishing finance for the livestock industry. However, we also recognise working capital is a broader issue for agriculture and our vision is to be a leader in developing exceptional working capital solutions across the industry. To achieve these goals, AGRIFUNDER recognises its greatest asset is its people. With this in mind it is committed to identifying and working with individuals that enjoy a dynamic team culture whilst driving personal and business success. In support AGRIFUNDER provides flexibility, personal development and growth opportunities, to ensure the very best outcomes for all of our stakeholders.

The Opportunity

We have multiple opportunities for motivated and capable individuals to join our team. Our technology enables our workforce to work remotely and therefore location is flexible. Ideally the positions require experience in agribusiness and / or financial services, and an understanding of the livestock industry is important.

The successful candidate will oversee and grow a portfolio of clients. The individual will work closely with AGRIFUNDER team members, service providers and referrers, providing leadership, guidance and support. Additionally, the opportunity to work strategically with leadership on new product development amongst other tasks will provide variability and growth opportunities.

The Responsibilities

The Account Manager roles will incorporate day to day responsibilities including: -

- Managing and growing a portfolio of clients
- Working with and further developing a network of referrers, agents and service providers to continue to build the AGRIFUNDER business and its brand
- Working with AGRIFUNDER team members, undertake analysis, prepare new lending proposals and reviews of existing exposures
- Coaching and mentoring other team members where appropriate
- Build strong relationships with internal and external stakeholders
- Proactively working with other AGRIFUNDER team members to develop and improve our products and services

The successful candidate

The successful candidate is likely to have:

- Strong communication and interpersonal skills
- Experience in agribusiness and / or financial services and the Australian livestock industry
- Excellent level of financial and business literacy
- A willingness to learn, grow, and be part of a proactive and dynamic team
- Be self motivated and have an ability to work remotely
- A bachelor's degree in Business, Agribusiness, Finance or Accounting would be advantageous, but not a pre-requisite

Location

We are seeking multiple roles and locations are completely flexible