



Call for Applications: Senior Corporate Projects Manager

August 2020

Soil Capital is looking for an entrepreneurial, experienced, highly driven individual that shares our enthusiasm for regenerative agriculture, who will help us to unlock the potential of farming professionals to produce healthy food, living soils, clean air and abundant biodiversity while improving farm profitability at the same time.

Features:

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| Position: | Senior Corporate Projects Manager |
| Context: | Maternity cover |
| Contract type: | Fixed term (six months from 1 November 2020 at the latest) with possibility to convert to permanent |
| Location: | Belgium, France or UK (with occasional visits to HQ in Belgium) |

Roles & Responsibilities:

In this role, the successful candidate will work with our small and entrepreneurial team to coordinate and manage various strategic projects with our key corporate partners, starting in France, Belgium and the UK. These are companies throughout the food and farming value chain, from farmer cooperatives right through to retailers, that wish to scale-up the low carbon transition of their grower base with our support.

You will be responsible for these relationships, building and preserving trust and ensuring Soil Capital delivers value to our partners.

The Senior Corporate Projects Manager will have the following responsibilities:

- Overall accountability for the successful design, initiation, planning, execution, monitoring, quality control and closure of strategic projects with our key corporate partners
- Building strong, lasting customer relationships that grow in scale and ambition over time
- Identifying opportunities to grow our corporate customer base in line with sales targets and proactively generating meaningful relationships with new prospects
- Helping evolve and implement our sales strategy for corporate customers

Skills, Qualifications & Attitude

We are looking for a team player, who is nonetheless confident and happy to work hard under their own direction to accomplish purposeful goals. The following skills are the most important:

- Expertise in project management, consulting or other relevant roles, sales experience considered a plus
- MA or equivalent in relevant field of study
- Proven ability to manage complex projects in small teams, including developing and implementing a realistic project management plan that delivers agreed goals enabled by appropriate strategies and tactics
- Excellent written and oral communication skills in both French and English (other European language a bonus)
- Critical thinker and problem solver with a strong capacity for planning and an eye for detail
- Proven ability to generate meaningful relationships with corporates in the food and farming value chain, enabled by a customer-oriented mindset
- Highly developed interpersonal, influencing and collaboration skills
- Experience and aptitude for designing and delivering successful corporate sales strategies
- Strongly motivated by the environmental and social impact of Soil Capital's core mission

**About Soil Capital**

Soil Capital is an independent agronomic advisory business with international experience designing and executing farm transition strategies to regenerate soil health while delivering superior profitability. We have developed a unique decision-support and reward platform for regenerative transitions, called mySoilCapital. It enables farmers to certify their carbon and compare their costs, while empowering food and farming companies to roll-out regenerative transitions at scale within their grower base by finally reconciling a farm's economic and environmental performance.

To apply

Please send your CV and cover letter explaining your suitability for the role (each of a strict two pages maximum) to Andrew Voysey (a.voysey@soilcapital.com) by 3 September 2020.