

# microbz

May 2024

## **microbz Ltd**

### **Job Description**

**Job Title:** Agriculture Manager

**Reporting To:** Founder (Jeff) and Managing Director (Katie)

**Place of Work:** Brewery, unit 5, Seend as well as travelling and some remote working

**Hours/Days:** 37.5 hours a week. Monday-Friday 9am-5pm

**Salary:** tbd based on knowledge and experience

### **Position Summary**

The primary responsibility of this role is to ensure the smooth operation of microbz agriculture. This growing area of the business provides soil-based probiotics for use in agriculture including animal feed, soil and plant health and composting.

This role will involve making relationships with and visiting farms and advising farmers about the products we offer and how they can be used, as well as supporting them to apply the products and gain insights into their effects. It involves knowing about our range of products and applications and understanding the importance of microbiology in soil and environmental health.

You will need to be a self-starter as the manager of this area of the business. You will work to implement processes from the ground up, to gather leads and manage relationships as well as making sales and following up. You will need to be good at communicating with customers and within the business, with dispatch and production, to ensure orders can be delivered on time.

### **Specific Responsibilities**

- To build and maintain a database of farming contacts
- To monitor lead generation and to manage good relationships to ensure farmers are getting a good level of customer service
- To understand and show enthusiasm for our microbial products and work with the Founder to advise farmers on which products to use and how to apply them

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- To regularly conduct farm visits and create recommendations for farmers about how to use natural biology in their farms
- To monitor the impact of the products, take samples, photos and videos in an organised manner so that they support the learnings of the organisation
- To develop materials (presentations, brochures, reports) that communicate the impact of microbes use in UK farming and agriculture
- To manage relationships between agriculture and farming partners
- To work with the Managing Director and Production Manager to ensure products are supplied to customers in a timely and efficient manner
- To keep on top of agriculture orders and ensure farmers have received their products and know how to apply them
- To undertake training and visit European partners to build an alliance of learning about the use of microbes in agriculture
- To take part in regenerative agriculture events, managing stalls and speaking publicly
- To support the development of new agriculture products
- To support the development of farming machinery that apply our products
- To be actively aware of UK farming policy and to position the business to support farmers to take advantage of subsidies where applicable
- To be part of the wider conversation about regenerative agriculture and to be able to support communications activities including marketing and PR where applicable

## **Ideal candidate**

- Would have a passion for and understanding of regenerative agriculture policies and practices
- Would have worked on farms and understand farmers' needs
- Is interested in the potential of microbes in a farming and agriculture context
- Is willing to learn and is open minded

## **What we can offer you**

We operate a small but growing, friendly team where everybody has a vested interest in the company's success. As part of this, we offer:

- 28 days holiday (including bank holidays)
- 'On the job' training and opportunities for personal development
- The opportunity to grow with a fast-growing company with plenty of opportunity to influence how things are done
- Staff product allowance

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## **Applications**

Please send a CV and a cover letter to [info@microbz.co.uk](mailto:info@microbz.co.uk) by the 25<sup>th</sup> of May 2024.

Interviews to be held the first two weeks of June.

## **Our microbz brand**

We exist to reconnect people with nature. By inspiring a probiotic life. With natural products that generate a healthier, happier life.

It is important that our staff understand our values and work to support the company to embody these principles.

### Brand Values

- We are ambitious: we are looking to inspire everyone to a better way of living with nature
- We are generous: we exist to empower people to live a healthier life, closer to nature. We want to share the benefits of what we know with as many people and partners as possible.
- We are confident: we are confident in the power of nature. We are simply tapping into the building blocks of life.

### Our style as a business

- Enlightening: We encourage, educate, illuminate and collaborate to share our passion for a healthier, happier body and home
- Candid: we are frank and communicative. Just like our ingredients there is nothing harmful about us.
- Compassionate: we care for the health and wellbeing of our customers and the sustainability of our environment.