



**SENIOR CORPORATE
PARTNERSHIP
MANAGER**

**JOIN THE REGEN
AGRICULTURE INNOVATORS**

LOCATION: BELGIUM OR FRANCE

- Manage strategic projects with some of our key partners within the food industry and boost their ability to engage their farmers into low carbon farming practices
- Develop new partnerships and business opportunities in France and Belgium
- Help us restructuring our corporate offer, including our pricing, service offer, marketing strategy, communication,...
- Work closely with all Soil Capital departments on cross-functional projects to develop our corporate business

**SEND YOUR APPLICATION TO
M.BERTRAND@SOILCAPITAL.COM**

**Call for applications:
Senior Corporate Partnership Manager**

April 2022

Soil Capital is looking for an enterprising, experienced and highly motivated individual who shares our enthusiasm for regenerative and low carbon agriculture.

Characteristics

Role: Senior Corporate Partnership Manager

Type of contract: permanent

Context: growth of the company

Location: Belgium or France (with occasional travel to the headquarters in Perwez, Belgium)

Roles and responsibilities

The Senior Corporate Partnership Manager, integrated within our Marketing & Sales team, will have as main missions to manage various existing strategic projects in France, Belgium and England and to develop new ones. These projects are developed in collaboration with our international clients and partners: agricultural cooperatives/business, agro-industrial companies and retailers, wishing to accelerate the transition of their farmers towards regenerative agriculture via carbon remuneration programmes or low-carbon chains.

You will be responsible for managing and developing these relationships, while ensuring that Soil Capital can deliver maximum value to its partners.

In particular, you will have the following responsibilities:

- Ensure the full execution of the strategic projects under your responsibility (from conception to delivery), in collaboration with our partners;
- Develop strong and sustainable relationships with your client portfolio;
- Identify opportunities to grow our partner network by proactively building relationships with potential new partners;
- Coordinate some strategic internal projects related to corporate clients, including the development of a B2B platform for agribusinesses;
- Contribute to the evolution and implementation of our commercial strategy with corporate clients, in particular by supporting the team in the revision of commercial offers for our field partners and industrial partners in the food industry.

Skills, qualifications and abilities

We are looking for a team player who is willing to work independently to achieve specific goals. The following characteristics are most important:

- Master's degree;
- Strong interest in the environmental and social impact of Soil Capital's mission;
- Expertise in project management, strategy consulting or similar roles. Commercial experience is also recommended;



- Proven ability to build trust with companies in the agricultural value chain, with a good understanding of the agricultural and/or agri-food context and experience in this sector;
- Ability to manage complex projects in an uncertain and constantly changing environment;
- Excellent written and oral communication skills in French and English;
- Experience and ease in public speaking, whether in front of farmers or business leaders (e.g. CSR directors, Head of Innovation, Procurement directors,...);
- Highly developed interpersonal, influencing and collaborative skills;
- Experience and ability to design and implement successful corporate sales strategies;
- Knowledge of Hubspot software as a CRM system is an advantage.

About Soil Capital

Soil Capital is a mission-driven company with expertise in regenerative agriculture and low-carbon transition of agricultural systems. Operating internationally, Soil Capital's ambition is to accompany farmers in the transition of one million hectares to more profitable and regenerative agriculture by 2025.

We have developed Europe's first certified carbon payment programme for farmers, called Soil Capital Carbon. It allows farmers to measure and certify their carbon footprint each year, while valuing their reduced carbon emissions and/or increased soil carbon storage on the carbon markets. Agricultural and food companies use Soil Capital Carbon as a transition tool to engage their farmers in a certified low-carbon approach and build new value opportunities through the development of certified low-carbon value chains.

Interested? We look forward to meeting you!

Please send your CV and a cover letter explaining your suitability for the position (maximum two pages each) to Macha Bertrand (m.bertrand@soilcapital.com) by Friday 6 May 2022.