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## Our company

From climate change to deforestation to sustainable food production, the challenges facing our generation revolve around how land is used and managed. We founded our company to tackle these issues, which we do by helping people make the right land use decisions through data and technology.

We believe that bringing together data, people and incentives in a modern, accessible, online platform can help people make informed decisions and manage land for long-term economic, environmental and social benefits. Our vision is a world where our data and technology empowers businesses, enhances our natural environment, and organises collective action on global sustainability challenges.

The Land App is the first step on this journey as a user-friendly online mapping tool designed for land managers and their advisors. Launched in 2017, The Land App is now trusted by over 3,500 rural teams and professionals across the UK, including: national agents such as Savills and Strutt & Parker; landowners such as Goodwood and the Cowdray Estate; and government agencies like National Parks.

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## Your role

As an Account Manager you will own the customer relationships that will underpin our company's rapid growth over the next 5 years. You will apply your industry knowledge to understand customers' requirements and work closely with them to formulate digital strategies that will help them succeed in the UK's new agricultural and environmental policy landscape.

You will be a trusted advisor who cares deeply about delivering a best-in-class service that ensures our customers' realise the full potential of The Land App, as well as our future products and services. You will champion customers' needs to inform our product development and articulate industry trends internally within our business and externally with customers, partners and stakeholders.

You will design, manage and support online and offline campaigns that inform our customers about product improvements and our company mission. You will use your entrepreneurial spirit to proactively seek new business opportunities, analysing and communicating these to our company's founders to guide our long-term growth strategy.

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## Your responsibilities

- Own the relationships with current and future customers and become a trusted advisor
- Understand customer requirements, stay informed on industry trends and policy developments, and communicate this insight internally within the business and externally to customers and partners
- Deliver best-in-class account management with training, support, product communications and relevant campaigns that ensure customer satisfaction and retention
- Provide data-driven insight and recommendations to our founders that inform company strategy
- Systematically identify, onboard, and grow new user accounts
- Proactively identify, analyse and pursue new business opportunities alongside our founders

# Account Manager

Own customer relationships that will underpin our growth



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## About you

You care about our company mission and want the chance to have a real impact on a global scale. You think about how the future can look and see how technology can transform global land management to tackle major sustainability challenges. In particular, you:

- Have demonstrable sector knowledge and experience, ideally in a professional capacity at a land agent firm, chartered surveyors or environmental consultancy
- Have 1-2 years experience in a client-facing role
- Are confident with software and modern technology and able to reach fluency on The Land App for customer presentations quickly (previous use of The Land App is an advantage but not essential)
- Are comfortable working autonomously and remotely, with travel nationally and internationally as required (post-Covid restrictions)
- Have an entrepreneurial spirit and would proactively seek out new opportunities
- Have an undergraduate degree in a relevant subject such as geography, geology, ecology or land management

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## Our offer to you

- Competitive salary and bonus
- Negotiable commission according to sales-based activity
- Potential to join the company's tax-efficient share option scheme
- Annual training allowance of £1,000 for a course of your choice
- £1,000 new joiner bonus towards a new laptop of your choice
- Travel to national and international conferences and events
- Professional development plan and opportunities for long-term progression to C-Level position
- The chance to be part of something unique that can transform global land use and save the planet...

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## If you see yourself in this role

We would love to hear from you. Please send your CV to [recruitment@thelandapp.com](mailto:recruitment@thelandapp.com) with the subject: Account Manager. The closing date for applications is Sunday 6th September.