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| Title | **Hortiplanet Business Manager** |
| Reports to | Head of Synergy |
| Key Relationships | Internally   * Hortiplanet Software Developer * Hortiplanet/2BL champions & data reporting leads internally * Head of Synergy * Eccentric Chairman * Eccentric Chairman’s Office * CFO & wider finance team   Externally   * All current and future potential clients of Hortiplanet system. * Industry thought leaders and policy makers. * Academic and government data sources. |
| Role Summary | Hortiplanet is a carbon, water, waste and biodiversity accounting tool which has been designed *‘by growers for growers’*. It enables easy monthly capture and reporting of relevant on-farm data, empowering enterprise managers to drive improvement through regular review and detailed understanding of their operational footprints.  Used in conjunction with monthly financial accounts, and budget/target principles, Hortiplanet is designed to assist transformation in users’ business culture towards planet-leading broader goals and achievements.  We are now looking to recruit a highly driven Business Manager in a wide-ranging technical and engagement role to develop the capabilities, use and impact of the Hortiplanet system for Haygrove’s existing business customers and other farming enterprises nationally and internationally. |
| Principle Responsibilities | 1. To work alongside our in-house software developer(s) and closely with the Head of Synergy to project manage the next phases of planned Hortiplanet system development. 2. To brilliantly connect with, support and nurture current users and existing client relationships. 3. To further launch and drive use of the Hortiplanet system nationally and internationally throughout Haygrove’s wider network of customers and beyond – to the leading 5 growers in each target crop sector and country. 4. Using the system to its full potential and working with internal ‘3BL Champions’, lead, measure, and report monthly to the Board, Haygrove’s own international group planet results. 5. Through your knowledge of environmental sustainability and your humble but energetic personal style: live the Haygrove Mission, Constitution, Values, and Ways. Become a genuine 3BL ambassador. Maintain and enhance above all a business culture of openness and respect between all people. |
| Additional responsibilities | **Technical**   * Keep abreast of industry and legislative developments within the environmental sustainability space. Ensure Hortiplanet is ahead. * Periodically research and review published emissions factors and work with our in-house software developer(s) to ensure all backing data is correctly updated in the system. * Maintain and improve product and technical specifications with strict version control. Ensure any business data is kept confidential. * Work closely with software developer to provide technical support to internal and external system users as required.     **Engagement**   * Ability to strategically engage, enthusing customers (existing and potential) across all organisational levels. * Facilitating workshops, one-to-one demonstrations, and webinars. * Design and implement product development and marketing communications in the UK and overseas. * Work with current customers to ensure their clear understanding of system methodology, guiding them as needed to ensure their correct submission of data and interpretation of results. * Train new Hortiplanet users internally and externally. |
| Skills/ Experience/ attributes | * Naturally autonomous and independent; a self-starter and organised motivator. * Entrepreneurial spirit and team player. * Excellent written and verbal communications skills. * Strong interpersonal and relationship management ability. * Passion for working towards a sustainable global future and making a difference. * Knowledge of the Greenhouse Gas Protocol, Scope 1, 2 and 3 carbon emissions and environmental sustainability. * Excellent attention to detail. * Excellent organisational and project management skills. * Confident disseminator of complex ideas and information into simple achievable steps. * Ability to influence and manage meetings effectively. |
| Qualifications | * Appropriate Degree and/or further professional education. |