

Trainee Agricultural Relationship Manager

Reporting Line: Regional Agricultural Manager
Role Level: 7
Location: Chester Offices

About Us

We are Oxbury: The only UK bank dedicated to British agriculture. This is the first Bank in the UK since the 1920's created for farmers. Founded by farmers, bankers, and technologists, we have combined the worlds of financial services, technology, and agriculture to provide bespoke financial products to support the rural economy.

Our mission is to create and grow a sustainable, customer-focused, and innovative bank that supports and champions the financial health of the rural economy, collaborating with farmers and key suppliers to lend to just one sector – farming.

About the Role

As a Trainee Agricultural Relationship Manager you will work closely day to day with the Agricultural Relationship Managers. You will be responsible for the day to day management of your farmer portfolio, delivering a first-class service and ensuring that we deliver on the promises we make.

Role Responsibilities

This role requires strong interpersonal communication skills, a friendly attitude and a keen awareness of customer's needs. You will:

- Participate in working capital and term loan requests directly with farmers over the phone and when appropriate on farm
- Develop your skills in accounts analysis, lending methodology, regulatory compliance to create best in class customer and bank outcomes
- Build strong relationships with farmers & distributor staff and become a trusted point of contact for both
- Identify new opportunities to cross sell Oxbury products, engaging with the Relationship Managers/colleagues to progress new business opportunities – ensuring that customers have maximum benefit from our services.
- Represent Oxbury at industry events which may or may not require overnight stay and travel internally within the UK
- Develop strong internal stakeholder management skills with credit, marketing operations and IT

Although this role will be office based it will also involve accompanied farmer visits in order to support and grow our customer base and your development. You will also work closely with the wider sales team and credit risk managers to gain experience and further develop your skills.

Observed and demonstrable characteristics

Integrity, honesty, hardworking and willingness to learn. A strong passion for the agricultural and horticultural sectors is essential.

Minimum Skills / Experience

Essential

- Excellent communication skills
- Employment history/demonstrated work ethic
- Agricultural background
- Degree attainment

Development

- Our aim is to continually develop your skills, we offer training to enhance business, technical and life skills.
- Graduates who display the right attitude combined with hard work and delivering the desired results, will have the opportunity to develop and to be considered for any internal promotions.
- We want to ensure that the successful candidates have the opportunity to grow their all-round knowledge and to find the area of work they are most suited to.

Interested in joining Oxbury?

Interested candidates should submit their CV and a brief covering letter outlining their experience in agriculture, any previous work experience and why they believe they are suitable for the role. To apply please click [here](#).