

## Growth Hacker

Farmia is an innovative startup company that works to improve disrupted old livestock industry with main goal to help farmers and buyers to trade livestock. We have a strong vision to become leading service platform for trading livestock in Europe.

### You are:

- A natural born growth hacker?
- You are not afraid of challenges and you are eager to smack them?
- You eat, sleep and breathe revolution?
- Surpassing the expectations is your default mode, but you are still modest and down to earth person?
- If and only if, you have three positive answers to these questions this advert is for you

### Responsibilities:

- Communicate effectively and efficiently via phone, email, and in-person meetings
- Construct, forecast, and manage user base growth
- Identify prospect needs, understand farmers' and buyers' needs, and explain the Farmia value proposition
- Build SMB growth playbook that will be used to scale and train our growing team
- Develop strong relationships with key clients that will generate revenue as new go-to-market features
- Develop a network of farmers and buyers
- Develop relationship with various vendors who are related to livestock market
- Be able to execute in short-term sprints while maintaining a vision for long-term sustained success
- Wear multiple hats: sales strategy, lead generation, sales rep, and account manager
- Be prepared to share knowledge and communicate with the team

### What you should have:

- Graduated or final year of studies in agricultural economy, economy, management, business (demonstrated strong academic performance is a plus)
- B2B sales experience is a plus
- Familiar with growth hacking methodology
- Strong use of insights and **data-driven** decision making to inform the growth process
- Excellent communication and interpersonal skills, with the ability to identify and provide comprehensive solutions for varying customer needs
- Ability to solve problems, adapt, and grow quickly as we build the growth organization
- Have a competitive edge and thrive in a fast-paced team environment
- Extremely proactive and upbeat with strong organizational skills
- Hunger for knowledge and results
- Ability to learn quickly and adopt new skills
- Be familiar or in love with various agile methodologies
- Startup hustle and energy
- Excellent written and spoken English and/or German
- Serbian with a funny accent is a plus

### What we offer:

- Full time job or internship it depends on you
- An adequate financial compensation with an opportunity for different types of bonuses
- Unlimited vacation policy; work hard and take time when you need it
- Opportunity to learn and improve as much as **you** can imagine
- A job in a company that will grow as much as **we as a team** can imagine
- Performance oriented work environment

- A great working space with an awesome balcony in downtown Belgrade
- Being a part of a young and dynamic team that works hard, has fun, and loves a challenge

Send us a motivation letter and CV (to [info@farmia.co](mailto:info@farmia.co)) so you can have a chance to find joy in your workplace and be a part of the team that creates a revolution in livestock market and startup world.