



Our client is a highly innovative company in the field of plant protection, incorporated in an international very successful group of companies located in Lower Austria. In order to strengthen the rapid growth of the company we are seeking for a customer-oriented person with an entrepreneurial spirit, who is willing to take on the responsibility to steer the company in the next phase of a beneficial future.

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### **Business Development Executive (m/f) Biotechnological plant protection**

Based on your expertise, enthusiasm and leadership skills you will develop the business in the market of plant protection. Your excellent network skills and your long experience will be the fundament for succeeding in the job.

#### **Your tasks**

- Support the COO to fulfill strategic objectives and sales Budget targets
- Selection and prioritization of target markets; market research
- Define the market-entry strategies, as well as the field of application for new and existing products
- Support regulatory affairs department in their efforts
- Identification of customer needs in close cooperation with the R+D-team
- Establishment of partnership and sales-channels to key accounts and selected distributor
- Responsible for the sales budget, by mid-term P/L responsibility

#### **Your profile**

- University degree in biotechnology, biology, plant-production, agriculture or comparable studies
- Working experience in plant protection and fungicide, pesticide market
- Leadership experience in Sales & Marketing, Key Account Management
- Negotiation skills on Top-Management level
- Profound knowledge of the plant protection market, conventional plant protection and biological plant protection
- Excellent networking skills to KOL's, customer and stakeholders
- Willingness to travel
- Excellent English and communication skills

If you want to take on this extraordinary challenge, please do not hesitate to contact us and send your letter of motivation and CV to Mr. Gustav Kichler by @-Mail, indicating the Ref. 0600002e.

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