



Kwizda Agro GmbH, a company of the Austrian Kwizda Group, is a leading provider of crop protection products. Our high quality standards, broad portfolio and advisor and service offerings make us to a valued partner of the agricultural sector and international industry.

The Business Unit “New Technologies” focuses on the development and distribution of proprietary products as alternatives to chemical-synthetic products, thus serving conventional and organic agriculture.

Due to the expansion of our biological portfolio and pipeline we are looking for an ambitious and experienced

TECHNICAL MARKETING MANAGER MICRO-ORGANISMS

Position based in Vienna, Austria

Your tasks:

- Support product marketing in setting the right commercial priorities for the development
- Ensure the smooth transition of products from development to commercial sales
- Define the technical core competence, product value proposition, positioning of products and spray programs for marketing activities
- Prepare and execute pre-launch activities in a Technical Launch Plan
- Support customers and sales with regional technical and commercial positioning and integrate the products into spraying programs
- Lead the development of training materials for internal or external customers and train the trainers in the utilization of those materials
- Liaise with key influencers and advisors on a regular base
- Support the Development and Sales Team in setting-up and executing field trials as well as interpreting the corresponding results
- Analyze markets and competitor products
- Evaluate and anticipate trends in the markets and their potential impact to and development needs for the Kwizda product portfolio
- Support the Business Unit and Development Manager in the technical evaluation of partners

Your skills:

- Completed agronomist education with a high level of chemical and biological understanding
- Min. 5 years' experience in technical marketing or advisory in an international agrochemical or biologicals' company
- Technical know-how in Biologicals, fungicide expertise a must – insecticide experience a plus
- Expertise in field crops and / or horticulture
- Proven ability to integrate agronomic practices across disciplines
- Broad knowledge of product development processes and ways of working
- Good at analyzing and interpreting data for decision making and identifying opportunities
- Able to transfer complex data into simple and powerful insights and messages
- Independent, solution-oriented development and implementation in the area of responsibility
- Very good at working closely together with different internal and external stakeholders
- Excellent communication skills, networking skills and ability to manage multiple interfaces
- Perfect command of English language
- Willingness to travel up to 50%

Kwizda

Agro



Our offer:

- Attractive compensation package, depending on your professional qualifications and experience
- Exciting and diversified function in an expanding company
- Central location (1010 Vienna, Austria) with very good accessibility by public transport

Are you interested? If so, we are glad to receive your application documents preferably through our Job Portal.

Otherwise, we ask you to send your documents by e-mail **kariere@kwizda.at** under the key word **Manager Technical Marketing Micro-Organisms**.

Your contact person:

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