

Product Developer (F/M/D)

[Full-time] permanent position
based in Germany

Context

Sakata Vegetables Europe is a subsidiary of Sakata Seed Corporation (Japan) and is responsible for the development and expansion across the EMEA area. With our wide array of vegetable seeds, we want to create a confidence-based relationship with our customers, working to our age-old motto of Quality, Reliability and Service.

Working closely with the sales department you will actively participate in defining our product portfolio as you will contribute to the development of our business/sales turnover for our Northern Europe region.

Missions

Your challenge is to strengthen our position in the DACH market through the development of our pre-commercial and commercial varieties (including broccoli, cauliflower beet, squash, spinach etc.) in the different DACH-regions. Your personal input will make the difference. Your main responsibilities will include:

- Plan, organize, monitor, and execute all trial activities and processes for pre-commercial and commercial varieties of Sakata portfolio with external partners.
- Gather, analyse and present your trial results to internal stakeholders.
- Manage and develop our trial network for your area and your crops.
- Provide accurate technical advice to Sakata sales team, business partners and growers in terms of variety features, benefits and positioning and develop and share practical advice on crop management
- Develop or further improve protocols for trial assessment, documentation, and data analysis with the different departments.
- Support market penetration of new varieties by illustrating results via different medias
- Technical knowledge transfer to internal and external stakeholders using different communication channels
- Give support to the Sakata sales team in matters of complaint regulation and market intelligence
- Report internally market trends and competitor activities
- Support Sakata in the running of annual conferences, exhibitions, and open days.
- Manage pre-commercial seed stock for your crops.

This position requires regular travel within Germany and occasionally to other EU countries, like Netherlands, France, UK, Switzerland or Austria. Under the responsibility of the respective Sales Manager you will collaborate with affiliates departments such as local Sales, Breeding, Marketing or Research teams abroad.

Profile

We are looking for candidates with an agricultural/horticultural qualification and experience in crop production of minimum 3-4 years, preferably in the vegetables/seeds sector. A good knowledge and understanding grower's needs and limitations/constraints in terms/ of variety performance and selection criteria is necessary in this position. You enjoy working in a divers set of crops in the open field or in greenhouses no matter the weather conditions.

The position will give you a lot of freedom to operate and requires furthermore a high autonomy level as well as precision and accuracy in executing, documenting, analysing, and reporting trials. The ability to build sustainable relations with internal and external stakeholders are important to succeed in this position.

You are capable to adapt yourself to different cultures and environments and you manage your day-to-day business using very good teamwork and strong communication skills. You are a highly disciplined professional with excellent organisational and planning skills, and you can also demonstrate high flexibility and reliability, when you balance your travel and office hours depending on weather conditions. It is mandatory to be fluent in English and German (reading, writing and speaking), other languages skills are welcomed. A comprehensive understanding and control of computer skills (MS-Office) and driving licence are vital.

Application

This position is available starting from April 2024 and is home office based. The candidate would ideally be based close to one of the major vegetable producing areas in Germany, like. i.e. South or West Germany. If this matches your profile, please send us your application in English (Resume + Cover letter), **before 12th February 2024**, by email at the following address: Recruitment.VEG@sakata.eu. Thank you for your interest.

