

# Sales Manager for Benelux & Nordic countries (H/F)

Permanent position – Full-time

## Context

Sakata Vegetables Europe is a subsidiary of Sakata Seed Corporation (Japan) and is responsible for the development and expansion of the activities 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”.

Among the Sales department of Sakata Vegetables Europe, you will participate to the structuration of our sales network and the development of our turnover.

## Missions

To continue our successful growth, we are looking for an additional new team member who will take care of the development of our sales as well as product promotion and business development in the Northern European Area (mainly in the Netherlands but also Belgium, Luxemburg, Norway, Sweden, Denmark, Finland and Iceland). Under the responsibility of the regional Area Sales Manager, located in UK, this position will be based in the region of Benelux (preferred in The Netherlands) from home-office.

The main missions will be to:

### Sales Activities:

- Present, promote and sell our products to existing and prospective distribution partners and growers (incl. product availability, price, new developments, and market trend)
- Build-up, develop and maintain strong and long-lasting customer relationships
- Coordinate and achieve sales forecast and budgets
- Support in the resolution of customer problems and complaints to maximize satisfaction
- Develop with the help of Product Management & Marketing departments specific internal marketing tools (like market-related brochures)

### Market Knowledge:

- Coordinate knowledge transfer between growers, partners and internal departments
- Analyse and report regularly about market trends, economic developments, and sales
- To organize and participate to relevant sales' meetings, external exhibitions and organize “open days” in cooperation with internal departments

### Collaboration:

- Coordinate sales strategy with team members and other departments
- Support in the evaluation of trials in close collaboration with the Product Development team for promotion to growers
- Give support in organizing field demos in the respective region

This position requires to **travel extensively** in Netherlands, plus visiting occasionally the distributor companies in the other mentioned countries.

## Profile

We are looking for candidates with experience in sales in the vegetables seeds sector with good market knowledge for this region. A degree and/or very good knowledge in agronomy is essential to give technical support to growers. You know how to establish and keep a good relationship with clients, in particular growers and distributors. You are familiar in managing sales and expenses budgets as well as setting sales actions. The position requires an important autonomy level, reliability, and organizational aptitudes with methodical approach. Thus, you will have developed good **relation and teamwork** skills to communicate, persuade and enforce sales and promotion. Working in Sakata requires to be open minded, flexible and team oriented. Fluency in English and Dutch, as well as efficient use of office automation tools are necessary.

## Application

This position is currently open and Sakata are looking to actively fill, applicants will be based in the Benelux region (preferred in The Netherlands) from home-office. If this matches with your expectations and you're interested in the role please send us your application in English (CV and letter of motivation in English) before July 14<sup>th</sup>, 2024 by email to the following address: [recruitment.veg@sakata.eu](mailto:recruitment.veg@sakata.eu).  
Thank you for your interest.

