

# Food Chain Manager (m/f) for South-East Asia

[Full-time] permanent position

## 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.

Sakata's food chain team is the link between our development teams and both the retailers and consumers across our region. The department performs an essential role in the definition of the development and evolution of our business.

## Missions

This position is an excellent opportunity for a passionate candidate to work in between the fast-paced world of produce, retail supply and the seed industry. This position holder will play a major role in the further development of our Bimi®/ Tenderstem® brand of broccoli.

Under the management of the Brand Manager, who is based in UK, your main missions will be to:

- Manage the selection and development of local growers and partners in the respective region
- Be the critical link between local and export suppliers and the marketing team
- Liaise with retailers and suppliers on the execution of trade marketing activities
- Working with the marketing team to develop local actions
- Reporting of local market conditions and brand performance
- Work with the product managers and business development team to develop new products for introduction in respective markets where necessary

You be required to travel across this region approximately 40% of your time. There will also be scope for travel to other locations across the region when the business needs arise for meetings and/ or trainings.

## Profile

We are looking for candidates with a degree level qualification. A minimum of 4 years working experience in the produce or seed industry ("in agriculture or vegetable as well as food industry") is necessary. Previous experience in either product management or project management is desirable. The position mainly requires a commercial approach as well as the ability to learn technical aspects in order to gain an understanding of the products.

You will work in an international project-oriented environment within a multicultural organization.

You need to have the capacity to adapt yourself to many different cultures and environments as well as being able to demonstrate good teamwork skills. Excellent communication and organisational skills along with a high level of autonomy and flexibility are also required to succeed in this position.

It is mandatory to be fluent in English and one of the local languages, (reading, writing and speaking).

A comprehensive understanding and control of computer skills are also vital.

## Application

This position is available as soon as possible. The job would be based from home in a major South East Asian City such as Singapore, Kuala-Lumpur etc. If you believe you have the ability to add value to this position, please send us your application (Resumé and covering letter explaining your motivation for this position), before the 20<sup>th</sup> of March 2023, by email at the following address:

[sve.recruitment@sakata.eu](mailto:sve.recruitment@sakata.eu).

