

Sales Representative DACH (M/F)

Full-time permanent position, in DACH region

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, product promotion and business development primarily in Germany and with the potential to enlarge the client portfolio in other German-speaking countries.

Under the responsibility of the Area Sales Manager, this position will be based in home-office.

The main missions will be to:

Sales Activities:

- Provide budget and forecasts and achieve sales
- Present, promote and sell our products to existing and prospective growers and other partners, like distributors
- Establish, develop and maintain positive business and customer relationships
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Develop with the help of Product Management & Marketing departments specific internal - marketing tools
- Manage the product development by supervising the trials in the respective region and providing final report

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 product managers

This position requires regular traveling, occasionally to other EU countries. Working with other teams abroad will be key to succeed.

Profile

We are looking for candidates with experience in sales in the vegetables/seeds business with good market knowledge.

A degree and/or very good knowledge in agronomy is preferred.

The position requires an important autonomy level, reliability and organizational aptitudes with methodical approach. You know how to manage sales and expenses budgets and set sales actions.

In this position you will have develop good relational 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 German, as well as efficient use of office automation tools are necessary.

Application

For first information, you can get in contact with the Sales Area Manager, Mr. Walter KARBOWSKI via mail (walter.karbowski@sakata.eu // +49 1607894730).

For applying to this position, please send us your application in English (CV and letter of motivation) by email to the following address: sve.recruitment@sakata.eu .

