



Area Sales Manager Fertilizer Germany/Austria/Switzerland

Rosier S.A. is a manufacturing and distributing company with a wide range of specialized fertilizers globally. The company has production sites in The Netherlands and in Belgium. Yilfert Holding is majority shareholder and is part of Yildirim Group.

Rosier wants to substantially develop its business within Europe. To achieve this Rosier S.A. is looking for an experienced professional Area Sales Manager Fertilizer for the German speaking market.

TASKS

- Processes Sales Negotiations on your product portfolio. Your product portfolio will include Granulated Fertilizers, Water Soluble & Liquid Fertilizers.
- Makes agreements regarding the delivered quantity and prices, within the limits determined. Makes individual contracts, within the limits determined.
- Attends the existing customer relationship and searches for new ones in German speaking countries.
- Takes care of the competitors' market activity, the reactions of customers, customers' habits as well as the change of prices.
- Collects the relevant market information.
- Continuously reports about his / her activity to relevant line manager
- Organizes and executes visits with customers.
- Provides information on product range, actively participates in marketing activities, presentations
- Manage and coach the sales manager(s) in your team.

REQUIREMENTS

- Education: agricultural and business education
- Min 5 years' experience in agriculture related sales
- Fluent in German and English
- Preferably based in Germany or Austria, working from home office (when not visiting customers)
- Knowledge upon agricultural markets in German speaking countries (Germany/Austria/Switzerland)
- Communication skills
- Value selling skills
- Driving licence

If you are interested in the position mentioned above, please send your application to els.vanhaelst@rosier.eu before April 30, 2023.