

Rosier, located in Moustier (BE) and Sas van Gent (NL), is a fertilizer producer and is part of the fertilizer division of Yilfert Holding. The production plant has more than 200 employees specialized in the production of "tailor-made" fertilizers for the customer. The products are sold through agricultural cooperatives and fertilizer traders around the world.

Rosier wants to substantially develop its business within Europe. To strengthen our team, we are looking for a:

Sales Manager Germany/Austria/Switzerland

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.
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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

We offer:

- A permanent contract
- A pleasant, family-oriented working environment characterized by the autonomy, responsibility, solidarity, entrepreneurial spirit
- An attractive salary with fringe benefits

Location: Moustier (B)/ Sas van Gent (NL)

Are you interested in this position? Would you like more information?

Please get in touch with us and send your CV to: damien.strebelle@rosier.eu