



The growth story of Globachem started in 2000 in Sint-Truiden as a dynamic family business. Our focus? Innovation and internationalization! Young, generic resources, new applications and formulas ... We have been focusing on this for almost 20 years. With success, because we can call ourselves an important European player with a turnover of more than € 150 million. Globachem helps farmers and horticulturists protect their crops through an extensive range of generic and internally developed plant protection products. This way we contribute to safe food production for the growing world population with the lowest possible ecological footprint. We therefore have an excellent reputation with both our customers and our employees. To continue building the Globachem future, we are now looking for a:

Account Manager Crop Protection

Region Southwestern Europe and the America's

Tasks and responsibilities

- You drive the sales and business development of your region over national distributors
- You are responsible for the realization of a multi-year sales plan of products by country
- You follow up on sales with existing customers/distributors. You establish strong relationships with them, including their marketing and technical people in close collaboration with the Product Managers, Supply Chain and other members of the team
- You seek out and develop new distributors outside of Europe in close collaboration with Sales Management and Business Developing Management
- You prepare commercial presentations and offers as part of your daily tasks in order to achieve your targets
- You have a 'signalling' roll to the Head of Sales & Marketing based on experience, market knowledge and technical-commercial information from the market to enable management to anticipate on new evolutionary trends in the sector
- You attend international networking events
- You develop sales of new products coming from the R&D pipeline, in close collaboration with the Marketing Product Managers, to bring them to the market in short- or midterm
- You are responsible for the accounts receivable of your distributors together with Finance and Management
- You work within the Sales & Marketing team and report to the Head of Sales & Marketing

Profile

- As Account Manager you have outstanding sales and interpersonal skills to propose solutions for the sector
- You have a Master in Bioscience engineering or an equivalent with a strong interest and passion for sales. You have at least a few years of experience in a Sales or Marketing environment
- You are excellent in developing partnerships, able to negotiate on commercial and technical level by convincing and taking decisions
- You are a team player and are able to interact with a variety of teams
- You are a strategic thinker and a strong communicator, well-organized and structured
- You are proactive and dynamic, with a "go for it" mentality
- You are assertive and flexible and have an entrepreneurial spirit
- Your written and spoken English and Dutch are fluent. Knowledge of French and German or Spanish is an additional asset
- You are flexible to travel within your region of responsibility

A company with a great future

Globachem offers you an interesting job with real responsibilities in a growing and financially healthy family business with a great future ahead. You can grow along with the organization, education and training are offered. The team is young and enthusiastic, you work in an attractive new working environment on a nice location. Your remuneration package is attractive and contains an interesting set of fringe benefits.

How to apply?

Send your CV and motivation letter to vacatures@globachem.com

