



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:

## Global Product Manager Biologicals

*Are you passionate about new developments within biologicals worldwide? Are you an excellent team player and do you possess the necessary market knowledge and strategic insight? Then this position is for you:*

### A challenging range of tasks

- You are responsible for the successful marketing of our new, innovative biologicals (biostimulants and biological crop protection products), which are developed by the R&D and Product Development department.
- You determine the strategic marketing planning of these biologicals and participate in various project teams, involving other departments in the decision-making (a.o Regulatory, Supply Chain, Sales).
- You develop technical and commercial building blocks, determine the market positioning of your product portfolio and carry out the necessary analyses.
- You will be in contact with Globachem distributors and influencers and support the internal Sales team with product knowledge, benchmarking, USPs, ....
- Together with the Sales department, you prepare short and long-term budgets and forecasts for the products in the relevant countries. The target area extends on a global level.
- You report directly to the Head of Sales & Marketing.

### Profile description

- You have a Master in Life Sciences or equivalent, with a strong interest in the agricultural sector.
- You have a profound experience in the agrochemical sector and more specifically in the field of biostimulants and biological crop protection. Experience in product management is a must.
- You speak and write fluently in both English and Dutch. Knowledge of other languages (French, German, ...) is an asset.
- You excel in planning and implementing go-to-market strategies. Thanks to your strong organizational skills, you feel comfortable in dealing with multiple and complex products at the same time.
- You are excellent at developing partnerships both internally and externally and are able to negotiate on a commercial and technical level.
- You are a strategic thinker, a strong communicator and can easily work together with different teams.
- You are proactive and ambitious, you have a real entrepreneurial spirit.
- You are interested in travelling from time to time.
- You can connect with our Framily values: Fun, Respect, Ambition, teamWork, Innovation, flexibility, family.

### 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, build further expertise and shape your career yourself. The necessary training and introduction are provided. You are part of a young and enthusiastic team. You can count on an attractive remuneration package which contains an interesting set of fringe benefits (meal vouchers, hospitalization/ group insurance, flexible income-plan, ...).

### How to apply?

Send your CV and motivation letter to [vacatures@globachem.com](mailto:vacatures@globachem.com)

