

We are  
**Family**



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 to 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:

## JUNIOR PRODUCT MANAGER BIOLOGICALS

Are you a fast-learning teamplayer with a strong interest in biological solutions in the crop protection industry? Than this opportunity might be exactly what you are looking for:

### A CHALLENGING JOB CONTENT

- After a period of training and coaching, you will be responsible for the marketing of our new, innovative biologicals (biostimulants and biological crop protection products), which are developed by our own R&D and Product Development departments
- You will 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 will 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 will prepare short- and long-term budgets and forecasts for the products in the relevant countries. The target area extends on a global level
- You will report directly to the Head of Sales & Marketing

### KEY SKILLS AND QUALIFICATIONS

- You have a Master in Bioscience engineering or an equivalent with a strong interest for Marketing and Sales
- You are passionate about agriculture and you are interested to develop solutions in the crop protection world, integrating biologicals as a solution against different pests in speciality and arable crops
- You have excellent communication skills. Your written and spoken English and Dutch are fluent. Knowledge of French, German or Spanish is an additional asset
- You are a fast learner, open to develop outstanding skills on marketing, technical and sales level to propose solutions for the sector
- You are a team player and are able to interact and collaborate with colleagues from different departments
- You are a strategic thinker, well organized and can structure easily
- You are proactive and flexible and have an entrepreneurial spirit
- You will work from Sint-Truiden and are willing to travel from time to time within Europe and exceptionally outside of Europe. Homework is possible for 2 days a week
- You can connect with our Family 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)