COMPANY

Our client is part of a European industrial and service holding and operates in more than 60 countries. The company, that was founded in 1985 in Spain, is expert in micronutrients and especially fertilizers.

With its headquarters in Madrid, our client has presented for the last years, a significant increase in sales, which grew by an average of 30% per annum.

In order to continue to increase, the company is looking for a Global Biostimulant Product Manager, to help to define a solid seaweed strategy inside and in combination with the existing TC biostimulant range, to develop, to implement and to support the short and long term innovation strategy and initiatives on biostimulant ranges, to transfer knowledge on seaweed to R&D, Chemical, Industrial and Regulatory department, but mainly supporting and training sales team in every regions to generate new ideas through exhaustive and extensive research (with special attention to seaweed during the next 2-3 years) on:

- Local needs;
- developments;
- Market and products trends;
- competitors;
- scientific and business related literature, as well as through scientific community networking.

POSITION

Based in the headquarters, the candidate will report to the Global Marketing and R&D Director of the company, and will interface mainly with the R&D Manager and with R&D and Marketing Director as well as with Area Managers and Technical Directors from different countries, marketing and other colleagues in the technical, chemical, regulatory or R&D function

Externally the job interfaces with research teams from Universities and other research institutions.

During 2 years, the need will be 80% focus on seaweed and 20% on other biostimulants in order to increase the company’s knowledge and study the interactions between their biostimulants. After that, the focus will be to come to a broad expertise on all biostimulants products.
Among others, the main responsibilities of this professional will be:

To follow up on the seaweed R&D projects and scientific strategy -

- Needs definition, scope and budgets.
- Identification, procurement, negotiation and selection of research organizations worldwide, such as Universities, laboratories and other research institutions.
- Management of ongoing relationships with R&D providers, coordinating milestones and deadlines.
- This scientific strategy requires to spend time in universities (trials), laboratory (analyses), congress (knowledge and market trends), literature (knowledge and support) and scientific lectures.
- Market and competition survey via analyses and trials.
- Market trends and product evolution

To offer Technical and sales support -

- Coordination of the seaweed strategy in the regions with Area Manager and Technical Director taking into account the existing biostimulant strategy already development and building synergies between both.
- Follow-up of trials managed by the local technical managers.
- Collect the needs of the local markets
- Analyze and compare the competitor products
- Animate technical meeting with commercial staff and clients
- Training of Sales and technical team on Seaweeds and biostimulants

CANDIDATE PROFILE

Required Education: Agronomical, Engineering or Biology Bachelor or Doctor applied in the plant nutrition, plant physiology, marine biology, seaweed physiology areas. PhD and MBA will be valuable.

Required Experience: 4-8 years in private companies.

Languages: Spanish (fluent)
            English (fluent)

Skills and Competencies:
- Competencies Resilient: able to adapt and accommodate to changes in priorities;
Empathetic: able to understand the needs of other people;
Good communicator, able to adapt the speech to the audience;
Creative and critical thinker with a keen eye for new opportunities;
Self-confident, engaged, active listener and decision maker.

COMPENSATION

The company will offer an interesting compensation composed of base salary, bonus and benefits.

If interested, please forward your CV to:

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Juliana Camargo – jc@zavalacivitas.com