Iberia Country Manager
Leading AgroChemical Multinational
Spain based (opened location)

Our client is a leading International Agrochemical company. The company manufactures various types of chemicals including agricultural, specialty, and performance chemicals.

Role

Job Purpose Statement:
- Achieve top line and bottom line targets for full company’s country business (B2B) within allocated cost budgets. Manage and Optimize B2B position
- Develop and optimise other channels and markets in the country
- Business Development: set up and execute go-to-market plans, develop country business including processes, systems and organization
- Relationship Management and Partnerships to increase business liaise with influencers and build alliances that improve company’s product portfolio and registration base.
- Recommend and drive product portfolio developments (marketing, technical, commercial, regulatory) and ensure their proper planning and execution
- Building business through developing relevant channels
- Ensuring all statutory and regulatory compliance in running the office and business in country

Principal Accountabilities:
- Manage and optimize B2B position; realize sales and gross profit targets with current B2B accounts and create new distributor accounts
- Timely and accurate forecasting of sales
- Coordinating with logistic and planning team for deliveries and availability
- Set up new business channels according to plan
- Establish excellent dealer relationships
- Develop and execute seasonal campaigns in cooperation with European marketing Manager
- Set up proper systems and processes in line with global ways of working
- Ensure flawless supply by recommending warehousing, packaging and formulation options
- Build country team: hire and develop people, Sales & Support
- Establish and manage excellent relationships with distributors and dealers
- Identify and manage M&A relationships / strategic alliances that accelerate footprint in several channels and add interesting products and registrations to company’s portfolio
- Maintain, expand and leverage relationships with marketing- and consultancy network
- Set up and manage relationships with relevant influencers (industry organizations, research institutes, regulators, etc.)

Profile

In respect of the candidate profile:
- Fluent in English (negotiation level) and Spanish
- Post Graduate in Agriculture / Agronomy will be appreciated
- At least 10 years of experience in Agro Chemical Industry
- Very well connected at dealer and distributor level
- Excellent understanding of IBERIA Agrochem market
- At least 5 years in a commercial management position in Agrochemicals
- Prior experience in market entry and expansion, office set up and distributor partnerships
- Strong business and people developer
- Result orientation. Customer focus
- Independent, self-sufficient, resilient
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Rogamos abstenerse todos aquellos candidatos que no reúnan condiciones mínimas para optar a la posición: haber ocupados puestos de Dirección General, Dirección Unidad de Negocio, Dirección Desarrollo de negocio en multinacional sector agro-química o química.