

Business Development Manager - Morocco

A bit about us:

WayBeyond (that's us) are a global AgTech company, headquartered in New Zealand (NZ), and we have a grand vision of transforming the agricultural industry, so it is able to produce food sustainably for everyone on the planet. If you want to be part of a team that is helping shape the future of food – keep reading!

Launched in 2020, we are now working with some of the largest growers from all over the world and we were a finalist in the 2021 NZ Hi-tech Awards for Most Innovative Agritech Solution. Building a diverse team of incredibly talented people, who are always learning and supporting each other, has been key to our success and we're now looking to add more awesome people to the team.

A bit about the role:

As Business Development Manager for Europe, Middle-East and Africa (EMEA), reporting to our Global Sales Director, you will be responsible for sales activities with a particular focus in Morocco and Spain. This includes creating and pursuing new customer opportunities through networking with target accounts, industry organizations and education bodies. This is a true 'Hunter' sales role, getting out and meeting people and a passion for selling will be second nature to you.

You will conduct customer discovery sessions, prepare proposals and negotiate contracts directly with customers and work closely with our Customer Success Team for a smooth handover from Proof of Concept to commercial scale deployment.

Responsibilities will include:

- Own the business development and sales for Morocco and Spain.
- Create development plans and forecast sales targets and growth projections.
- Assist in the development of the customer strategy for the region.
- Identify, engage, establish and manage customers, and build pipelines against targets.
- Work with marketing to define and create a compelling customer proposition for the marketplace.
- Work with Product (and R&D) to feed customer feedback into product development. for features and functionality to drive sales growth.
- Participate in local and global industry events and conferences.

A bit about you:

- You'll have 5+ years of experience in a Business Development role.
- Ideally be based in Morocco but would consider candidates in Spain.

- Have experience in the horticulture sector (particularly vine crops/berries).
- Experience in IoT and SaaS solutions preferred.
- Global mindset with the ability to adapt to different cultures
- You'll have a valid passport and the ability to travel internationally.
- Ideally you have your own car or access to a car, at minimum you have a valid and clean driver's license.
- Be fluent in English, and French or Spanish.
- Are self-driven and results-oriented with a positive outlook, and a clear focus on high quality and achieving targets.
- Be comfortable in dealing with a range of people including C-suite executives.
- Be well-presented and able to communicate to people clearly, concisely both within and outside the organization.
- You're confident at presenting to both small and large audiences.
- You are a team-player who turns up with a 'do what it takes to get the work done' attitude.

A bit about what you can expect:

- Work with and learn from a great group of people across the globe.
- We'll provide a supportive hunting environment where we are all working together towards the same goals.
- Virtual team challenges growing vegetables and an abundance of knowledge to stop you killing your plants at home.
- Opportunities to attend conferences, internationally recognized sales courses and be mentored/mentor.

If the above has you excited and you think the role and WayBeyond could be a great fit, but you don't tick all the boxes then please still apply! We are committed to hiring a diverse team of individuals, so we encourage people from all walks of life to join the team and should you have any accessibility requirements for any part of the process, please let us know and we can help you through. Please ensure your application includes an up-to-date CV and a Cover Letter telling us a bit about you and your suitability for the role.