Product Promoter for indoor crops – Vegetables species
Full-time permanent position in Russia

Context
Sakata Vegetables Europe is a subsidiary of Sakata Seed Corporation (Japan) and is responsible for the development and expansion of the activities across the EMEA area. With our wide array of vegetable seeds, we want to create a confidence-based relationship with our customers, working to our age old motto of Quality, Reliability and Service. Among the Sales department of Sakata Vegetables Europe, you will be under the responsibility of the Russia Sales Manager. This position is essential in developing and performing the varieties’ commercialization potential.

Missions
The main purpose of this job is to achieve product development for vegetables species (such as tomato, cucumber, pepper, lettuce ...), customer development and sales generation specifically for greenhouse sector. This position initially has significant focus on agronomic characterization and positioning of hybrids as well as sales support with key customers. Thus you will:

- Develop Sakata’s genetics for protected crops closely working with Product Specialists through complete understanding of adaptation of new varieties in the area.
- Define product introduction strategies
- Arrange promotional trials of the targeted crops with the key growers.
- Apply account management strategy with major customers and industry bodies.
- Strengthen the image of Sakata via positive impressions over time with key customers.
- Demonstrate alignment and unity through quality working relationships with the European team (Sales, Marketing, R&D)

The position requires frequent travels.

Profile
We are looking for experienced candidates with degree in agriculture / agronomy with significant experience in the protected crop sector. You will have a good knowledge of the vegetables sector especially about greenhouse sector. A good knowledge of specific agricultural techniques for the concerned species is a plus. The position requires an important autonomy, relational abilities, organization and flexibility. You will also have highly developed skills to motivate, inspire and persuade. English and use of office automation tools are necessary.

Application
This position is available as soon as possible and can be based in our Moscow office or home-based. If this matches your project, please send us your application (Resume and Cover letter), before 2016, July 1st, by email at the following address: sve.recruitment@sakata.eu . Thank you for your interest.