

Sales Agronomist - Sensako

I. About the Position

With 60 years of research experience, Sensako is a well-established and growing organisation within the South African seed industry. Sensako is expanding its sales capacity and is seeking a Sales Agronomist to be responsible for the sales, technical support and marketing of its seed products in the summer rainfall areas.

II. Responsibilities

Responsibilities may include but will not be limited to:

Main Objective

- Responsible for new business development and maintenance of existing business.
- Drive sales through Sensako's broker network and sales partners.
- Provide agronomic and technical support to clients and sales teams.
- Provide support to the marketing team in terms of field trials and marketing material placement.

Specific Functions

- Market the company and its products to support customer needs.
- Drive sales and implement sales and trading strategies.
- Provide training and technical advice to agricultural clients & sales partners.
- Network with farmers and brokers to present available products and to solicit demonstration trial sites.
- Planning and management of marketing field and demonstration trials.
- Provide marketing support by ensuring updated marketing material and sales aids are available to sales brokers and placed at seed distribution points.
- Uphold the company's brand image in a professional manner.
- Planning, attending and presenting at farmer's days and study group meetings.
- Liaise with clients to provide support for sales, marketing, technical issues, products and services.
- Identify business opportunities and implement tactical plans.
- General problem solving, fault finding and resolving of queries and issues that customers may have experienced.
- Maintaining and updating territory and client data.
- Stock counts at distribution points.
- General administration functions.

III. Education & experience

- Must have agronomy experience in the Agriculture industry.
- A Bachelor's degree in Agriculture (B.Sc. Degree in Agronomy preferred).
- At least 3-5 years of experience working with farmers in managing trials and providing sales support.
- Experience in providing technical training.
- Previous working experience within seed sales is essential.

IV. Competencies

- Must be fully bilingual (Afrikaans & English) – verbal and written
- A self-manager with the ability to prioritise and plan work to communicate effectively with all internal and external stakeholders.
- Exceptional interpersonal, communication and presentation skills (written and verbal);
- Able to work independently
- Goal-oriented.
- Technically orientated
- Ability to work in cross functional teams
- Accuracy and great attention to detail
- Leadership and management skills
- Must be able to build and maintain relationships
- Excellent marketing skills

V. Other

- The position is based in **Bethlehem, Free State.**
- The position will require **regular travel** and time **away from home.**
- A valid driver's license is required.
- Strong network of farmers, dealers and distributors will be advantageous.

Please send applications and CVs to Pieter Craven at Sensako: pieter.craven@sensako.co.za