

**Kwizda Agro, a company of the Austrian Kwizda Group, is a leading provider of crop protection products with strong field sales forces in Austria, Hungary and Romania. Our high quality standards, broad portfolio and advisor offerings make us a valued partner of the agricultural sector and international industry.**

We are expanding our Crop Protection Team in Vienna Headquarters and are looking for an experienced

## **PORTFOLIO MANAGER SPECIAL CROPS (M/F/D) – Austria, Hungary, Romania GRAPES, FRUITS, VEGETABLES**

### **Your tasks:**

- Further develop, steer and optimize the conventional and organic plant protection, fertilizer, bio-stimulants and adjuvant portfolio for grapes, fruits and vegetables in AT, HU and RO
- Observe, analyze and document all trends in these markets or segments and evaluate their potential impact on Kwizda product portfolios in Austria, Hungary and Romania
- Keep contact to industry as well as get knowledge of all trends in product development
- Prepare and conduct negotiations for the distribution rights as well as agree on development, premarketing and marketing trials with suppliers
- Define portfolio development targets and work on product identification and commitments for market potentials with local product managers and crop managers in AT, HU and RO
- Support product managers and crop managers in positioning of products, provide technical information material from suppliers as well as collect feedback from the local sales organizations before, during and after the launch of new products
- Collect, summarize and interpret purchase, sales and stock figures for supplier meetings

### **Your skills:**

- Sound knowledge or relevant degree in agricultural sciences with commercial background
- Min. 5 years' experience in a sales or consulting position in an agricultural distribution or industry company
- Deep knowledge in special crops as grapes, fruits, vegetables
- Perfect command of English, Romanian and/or Hungarian would be a plus
- Strong business acumen with "Hands on"-mentality
- Ability to think strategically and define business opportunities or create value-add solutions
- Willingness to tackle and solve all topics in a consequent and focused manner
- Dynamic and persistent personality with the ability to get things done
- Strong collaboration skills and ability to work efficiently across functions
- Excellent communication and negotiation skills
- Willingness to travel up to 50%
- Proficiency in MS Office

### **Our offer:**

- Attractive compensation package, depending on your professional qualifications and experience, depending on your professional qualifications and experience
- Exciting and diversified function in an expanding company
- Company car

Are you interested? If so, we are glad to receive your application documents.

### **Your contact person:**

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