



COUNTRY MANAGER

Come face the future challenges by joining Timac Agro, part of Groupe Roullier, and our team in Slovakia. As a specialist in Plant, Animal Nutrition and Food Industry, we cultivate our success throughout the world, thanks to our International Innovation Center and production units.

Within the top management team and reporting directly to the General Manager of Central Europe, you will prepare, implement and drive the business development of your area, with the objective to boost sales volumes. We all share the same state of mind: to advance sustainable agriculture with respect for the environment. A commitment that drives us to innovate more and more to bring the most effective solutions.

Job Description

- Drive the P&L and ensure the performance of team in Slovakia (25 employees currently), growth and development of this market.
- Set up sales targets based on market potential, development requirements, sales forecasts and budget proposals.
- Manage all operations within a country.
- Lead, motivate, develop the team in pursuit of its goals, ensuring the team have the necessary knowledge.
- Support two Regional Managers to put in place a strong sales distribution channel to facilitate your team's sales activities, and other team members in HR, Finance, Logistics and Sales.
- Manage campaigns according to market seasonality, and introduce our added value products according to customers' needs.
- Attend regular in-market visits to gather specific insights and identify new opportunities for growth and product portfolio improvements relevant for the market in agriculture.
- Perform monthly business reviews.

We are looking for a person who already got first experience in coaching a sales team, and with fresh and dynamic mindset. Country Manager experience is not essential in this job.

The Successful Applicant has/is:

- Native Slovak & fluent English level required.
- Experience in sales (ideally Sales Manager, Business Development Manager, Key Account Manager or Branch Manager role).
- Entrepreneurial and growth mindset, with potential to grow and learn.
- Leadership skills.
- A solid understanding of budgeting, financial planning.
- Enthusiastic about the company sector (agriculture).
- Excellent networking skills.
- Open minded, modern, visionary and team-orientation with ability to nurture team spirit.
- Self-starting attitude and eagerness to execute quickly if you see an opportunity.
- Willingness to travel in Slovakia.

If you want your next professional adventure to be rich in challenges, in an environment that encourages autonomy and initiatives, we invite you to take part in the growth of a fast moving, family-oriented & international company.