

PRODUCT SPECIALIST

Are you coming from the village and **agriculture** takes a huge part of your life?

Are you used to wearing **rubber boots** and **spend days at the field**? Or you always dreamt to work out of the office enjoying **fresh air** and **mother nature**?

If you answered yes, this position is definitely for you!

We are looking for someone with a clear passion for the agriculture industry, an individual with a demonstrable ability to train people, supporting our **Czech team in Bohemia** of Technical Sales Specialists, and finding ways to ensure their new and continued success.

Our Product Specialist lead the following activities:

- Providing training to new Sales Representatives and constantly supporting them sharing technical (farming) knowledge of Timac Agro premium products and patented technologies.
- Being in the field with the team (approximately 70% percent of the time).
- Developing marketing material for the Sales Representatives, helping them to be ready to explain benefits and advantages of the products to clients.
- Be the right arm of the Regional Managers supporting the sales team during client meetings with products/specificities presentation.
- Developing a product positioning for each nutrition challenge of each key crops and region and preparing the launch of each campaign with the right product for farmers.
- Launching new products, according to the season and new technologies from our HQ in France.
- Coordinating the photobook material from the customers' fields, stating the efficacy of our products.

Your profile:

- Bachelor's/Master's degree in agriculture (preferably Plant Nutrition/Agronomy) or biology.
- Knowledge of plant life cycle, nutrition, crops in the Czech Republic.
- Excellent written and spoken communication in Czech and English with the ability to effectively engage with different people at all levels (especially sales representatives and farmers).
- Able to demonstrate resilience as well as focus on positive outcomes; with the ability to inspire and drive forward a sales team.
- Motivate to work with premium solutions offered by Timac Agro Czech
- Learning agility, with the desire to advance your area of expertise and apply it to new tools and methodologies.
- Willingness and ability to travel up to 70%.

Relationship:

- **Internally:** Direct report to the Country manager of Czech Republic, work closely with Regional managers.
- **Externally:** With farmers in the Czech republic (region Bohemia), represent the company during some specific events such as agricultural fairs, deals with external service providers.

Imagination, ingenuity and entrepreneurial thinking leads to endless opportunities.