



PASSION TO INNOVATE | **POWER TO CHANGE**

Market Development Manager Sub Saharan Africa (SSA) – Bayer Environmental Science

Application Period

30 October 2018 – 13 November
2018

Reference Code

ES/MDM/SSA/NOV/2018

Division

Bayer Crop Science

Company

Bayer (Pty) Ltd

Department

Environmental Science SSA

Location

Isando

Functional Area

Sub Saharan Africa

Position Grade

VS 1.2

Employment Type

Permanent

Work Time

Regular

YOUR TASKS AND RESPONSIBILITIES

Responsible for technical tools/knowledge management relating to the product portfolio. Responsible for providing the knowledge and understanding of key competitor products to the RSA & SSA business.

Responsible for ensuring the local businesses have the technical understanding and training in order to connect with the customer, both technical & practical application. Manage the dissemination of wider training to customers.

Support Marketing, Commercial Managers & sales teams on a technical level in order to improve customer value adding and therefore create a closer relationship with the consumer/end user to increase the “pull effect”.

Responsible for consolidating technical profiles & sharing with internal team. Consolidate the technical profiles of current and competitor products in the RSA & SSA product portfolio to support the Marketing team in ensuring that they reflect customer needs and to provide consistent, authoritative brand positioning.

Supporting business teams to ensure customer needs are met, input is required at the Global/Regional Innovation Platforms to ensure these needs are highlighted and incorporated into the strategic objectives of the business.

Contribute to the implementation and development of the business development strategies within the Country Cluster (SSA) & Region (SEEMEA).

Contribute to the management of new technical projects, label extensions, geographic extension of existing products (from idea creation to launch) & operational marketing planning at a technical level.

Represent the business on relevant external committees or expert groups with the aim of influencing others to defend the BES interests. Participate in the



lobbying activities of BES and form and maintain close cooperation from key industry influencers, representatives or bodies
Contribute & support in the achievement of net sales, MI IIA, per market segment according to budget and propose corrective actions, if necessary.

WHO YOU ARE

Degree - an Entomology or BSc degree will be an advantage
High level of knowledge of insect and rodent biology
At least 10 years' experience in the vector & Professional Pest Management industry an added advantage
Experience of developing and managing technical presentations
Thorough understanding of the technical characteristics and use of vector & pest control products
Knowledge of vector & PPM industries within RSA & SSA
Excellent written and oral communication skills in English & Afrikaans, including ability to produce reports of a high scientific standard related to development and technical issues of the BES product portfolio
Fully computer literate.
Good interpersonal skills

CONTACT US

Address
Isando

Telephone
011 921 5756

E-mail
zarecruitment@bayer.com

