



PASSION TO INNOVATE | **POWER TO CHANGE**

ENVIRONMENTAL SCIENCE DEVELOPMENT AND TECHNICAL SUPPORT MANAGER SUB – SAHARA AFRICA (SSA)

Application Period

13 February 2019 – 27 February
2019

Reference Code

ES/DEV/TCH/SPRT/MGR//SSA2019

Division

Crop Science

Company

Bayer (Pty) Ltd

Department

Environmental Science

Location

Isando

Functional Area

PDRA

Position Grade

VS 1.2

Employment Type

Permanent

Work Time

Regular

YOUR TASKS AND RESPONSIBILITIESPurpose:

To provide strategic direction and advice to ensure product strategies are delivered as planned and contribute to the achievement RSA & SSA objectives in terms of product development targets, portfolio expansion and technical support to sales.

SSA Country Cluster: Primary function of role is to ensure that relevant trial programs are completed on time and of appropriate quality to support both local product registration dossiers and to support global product dossiers, as needed. This will be focusing on but not limited to the Vector Control market. This position has primary responsibility for Product Development project management of the ES Portfolio for SSA.

RSA : Utilize technical knowledge and resources available locally and globally to develop market-leading commercial technical support capacity for the South African business. It is expected that the outcome will be strengthened key-account relations and an increased 'pull effect' in product sales. Expected areas of delivery would include customer technical support, promotion, training, products defense & stewardship and sustainable development initiatives.



Initiate & manage product development trials required for registration purposes in SSA for Vector Control and other market segments.

Maintain relationships with existing partner research organization and, as necessary, identify new external partners which allow us to complete product development trial plans on time and to an appropriate quality.

Undertake Field trials to support the efficacy dossiers of our core product range.

Providing with biological trial data necessary for new projects, re-registrations, label extensions and geographic extension of existing products.

Manage the Product Development budget.

Responsible for complaint handling support in terms of product performance (RSA Only).

Responsible to support Marketing team with technical tools/knowledge in order to add value to customer interactions aligned with Business Strategy. (RSA Only).

Manage the dissemination of wider training to customers as required (RSA Only).

Represent the business on relevant external technical committees or expert groups with the aim of influencing others to defend the BES interests (RSA Only).

Participate in the stakeholder engagement activities of BES and form and maintain close cooperation from key industry influencers, representatives or bodies (RSA Only).

To work closely with Market Development functions to support exploration of new opportunities, this might lead to new product developments. This function would assume responsibility for driving such development projects at a local level once market development has confirmed the value to do.

WHO YOU ARE

Qualifications & Competencies:

Degreed in Entomology, Biology or a BSc degree

High level of knowledge of insect and rodent biology and thorough understanding of the technical characteristics and use of vector & pest control products

At least 5 years' experience in the Professional Pest Management industry

Experience of developing and managing technical presentations

Thorough understanding of the technical characteristics and use of control products

Detailed knowledge of PPM industries within RSA & SSA



Excellent written and oral communication skills in English, including ability to produce reports of a high scientific standard related to development and technical issues of the BES product portfolio

Good interpersonal skills

CONTACT US

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