



**Be an
inspiration.
Be Bayer**

At Bayer we're visionaries, driven to solve the world's toughest challenges and striving for a world where 'Health for all, Hunger for none' is no longer a dream, but a real possibility. We're doing it with energy, curiosity, and sheer dedication, always learning from unique perspectives of those around us, expanding our thinking, growing our capabilities, and redefining 'impossible'. There are so many reasons to join us. But if you're hungry to build a varied and meaningful career in a community of brilliant and diverse minds to make a real difference, there's only one choice.

Key Account Manager (JO-2301-634)

Role Purpose

This role is responsible for managing key account customers for both the seed and crop protection business. This includes driving government and corporate tenders, NGOs business, management of key distributors. The role holder acts as the lead point of contact for all key client matters, anticipation of the customer needs, and coordination of cross-functional activities to meet client expectations and enable customer success.

- // Develops, executes, and continuously improves GTM plans for allocated key accounts, to increase customer engagement, market share, and profitability.
- // Allocates and utilizes available resources to maximize return on short-term and long-term strategic plan for sales area.
- // Actively contributes to the gathering and analysis of market intelligence and suggests changes or improvements to distribution strategy and farmers segmentation.
- // Takes full accountability for debt collection from all Key account customers.

Key Responsibilities and Tasks

- // Work closely with the Territory Manager to develop accurate forecasts for key accounts.
- // Plans and conducts effective sales calls/visits with key account customers.
- // Expanding existing relationships and bring on board new customers in the key account channel.
- // Provides agronomic support and advice to the customers and prospects.
- // Works with customers on complaints to ensure they are resolved.
- // Provides after sales customer service and appropriate product stewardship support to increase customer loyalty.
- // Plans and delivers presentations to customers and potential customers through farmer/customer farmer days and other market engagement activities.

Qualifications, Skills and Competencies

- // A minimum of a university undergraduate degree in business or agricultural sciences.
- // A minimum of 7 years of experience in sales. Experience in the agriculture sector is preferable.
- // Proven track record of delivering sales and related commercial targets.
- // Excellent industry networking skills
- // Ability to work effectively in a global, team based and matrix environment.
- // Strong commercial acumen.
- // Results orientation

Be part of something bigger

Link to apply: [Bayer Careers](#)

Application period:
17 January - 31 January 2023

Position grade:
VS 1.1

Employment type:
Permanent

Location:
Lusaka, Zambia

 **Science for a better Life**

Bayer welcomes applications from all individuals, regardless of race, national origin, gender, age, physical characteristics, social origin, disability, union membership, religion, family status, pregnancy, sexual orientation, gender identity, gender expression or any unlawful criterion under applicable law. We are committed to treating all applicants fairly and avoiding discrimination.