



*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.

Market Development Agronomist Maize and Soybeans (JO-2301-622)

Role purpose

- // The Market Development Agronomist utilizes their expertise in applied field research and agronomic sciences to provide technical support to a select geography and crop.
- // This includes execution of the field-testing program which utilizes Research and Development protocols to support key business drivers for all facets of the country or region -including Seed, Trait, Biologicals, Crop Protection and Climate digital tools.

Key responsibilities and tasks

- // Responsible for large-scale demonstrations in partnership with sales to identify the value of programs to minimize cost and maximize ROI.
- // Responsible for the implementation larger scale field protocols including treatments, site assignments and data collection.
- // Responsible for creating pull at channel partner and grower level.
- // Accountable for building confidence and competence in our internal sales and marketing organizations, external sellers and customers by training on our portfolio, products and agronomic information.
- // Support the stewardship and adherence to company policies.
- // Responsible for the value proposition development of customized agronomic solutions for the key crops in area of responsibility to support sales and business growth targets.

- // Build profile as technical expert in territory.
- // Drive the safety agenda.
- // Responsible to integrate and incorporate products into agronomic systems and make recommendations on adjustments to cropping systems.
- // Responsible for the development of a sales support strategy link to the area of responsibility
- // Support the development and responsible for the implementation of the GTM strategy linked to area of responsibility.
- // Responsible for Stewardship training.
- // Responsible for investigation product complaints, writing of technical report and advising sales on actions.

Experience, Skills and Qualifications

- // MSc degree in Ag/Life Sciences or related discipline or BSc Degree with a minimum of 5 years' experience in agricultural research.
- // Superior understanding of crop production which includes relevant crops for the region.
- // Good working knowledge of Crop Protection Industry and Seed Business
- // Excellent relationship and team skills
- // Understanding of implications of actions on the achievement of BCS short term and long-term objectives.
- // Advanced written, verbal, and presentation skill set
- // Excellent organization and time management
- // Proactive partner with sales to exceed business targets
- // Intermediate level of English speaking.

Be a part of something bigger:

Link to apply: [Bayer Careers](#)

Advertising Period:
24 January – 7 February 2023

Position grade:
VS 1.2

Employment type:
Permanent

Location:
Hoopstad, Free State, South Africa

////////// 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.
