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solution.  
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: (Horticulture and Cereals) - (JO-2301-627)

### 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. The Market Development Agronomist is also responsible for knowledge transfer, demonstration and education of the product and system recommendations.

### 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.
- // Create customer pull.
- // 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 Stewardship training linked to area of responsibility.
- // 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.
- // Responsible to connect with industry partners for example PSA, Cri and SATI.
- // Support the development and responsible for the implementation of the GTM strategy.
- // Responsible for investigation product complaints, writing of technical report and advising sales on actions.

### Qualifications, Skills and Competencies

- // 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.

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**Application period:**

24 January 2023 - 7 February 2023

**Grading:**

VS.1.2

**Employment type:**

Permanent

**Location:**

Western Cape, South Africa

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**Contact us**

Telephone +27 11 921 5700

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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.