



Be part of the
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 Representative: (Maize and Soybeans) - (JO-2301-628)

Role Purpose

The Market Development Representative will utilize their expertise in applied field research and agronomic sciences to provide technical support to a selected 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 region -including Seed, Trait, Biologicals, Crop Protection, and Climate digital tools. Local field research identifies customer value of new technology and identifies solutions for current technical needs with commercial portfolio. The Market Development Representative are responsible for knowledge transfer, demonstration and education of the product and system recommendations to the Market Development Agronomist..

Key Responsibilities and Tasks

- // Responsible for the execution and localization of the MD testing program and trials under farmer conditions in order to validate the technologies and solutions: Responsible for the Implementation of field protocols including treatments, site assignments and data collection.
- // Support the development and validation of field protocols.
- // Responsible for the implementation of protocols including treatments, site assignments and data collected.
- // Create customer pull by developing, positioning and/or testing new hybrids, CP programs, traits and/or systems.
- // Responsible for building confidence and competence in our internal Market Development Agronomist by training on our portfolio, products and agronomic information. Act as Technical Lead for New Commercial offerings in Seed, Trait, Biologicals and Crop Protection for local geography.

- // Drive the safety agenda.
- // Responsible for the implementation stewardship and adhere to company policies ensuring all conditions of buffers, isolation zones, seed logs, harvest disposition
- // 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.
- // Integrates and incorporates new products into agronomic systems and make recommendations on adjustments to cropping systems
- // Build profile as technical expert in territory
- // Assistance in product performance issues.
- // Writing of relevant articles and information brochures.
- // Build and maintain relationship with researchers from academic and research institutions.
- // Responsible for developing a development strategy for the area of responsibility.

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.
- // Organizes and execute a high quality assigned field research trial program
- // Has relationships with and is recognized as a subject expert by internal and external stakeholders, i.e. academics, community organizations, licensees, R&D, sales/marketing, media.
- // 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.1.1

Employment type:

Permanent

Location:

Lichtenburg, South Africa

Contact us

Telephone +27 11 921 5700

 **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.