

PASSION TO INNOVATE | POWER TO CHANGE

COUNTRY COMMERCIAL LEAD – SOUTH AFRICA

YOUR TASKS AND RESPONSIBILITIES

Lead the local commercial organization to sustainably maximize the customer lifetime value for our integrated CP Seeds & Traits and Digital offering, including leadership for the sales organization to ensure realization of our commercial strategy in line with all relevant KPIs.

Drive the development of the commercial organization, customer centricity and implements the agreed go-to-market strategies to expand the leadership position of Bayer within South Africa.

- Actively shape country commercial strategy in line with Cluster G2M and Customer Marketing strategy. Drives strategic decision making from a sales and customer point of view and ensure full understanding within sales organization.
- Promote and drive continuous improvement, a competitive and market oriented mind-set as well as successful talent development across all levels of the organization (especially considering sales force effectiveness, skill development and development according to current and future go-to-market strategy).
- Ensure a homogenous level of understanding across the organization for the complete customer offer (CP, Seeds & Traits, services and digital solutions) and state-of-the-art commercial approaches.
- Be responsible for the achievement of the defined must-win battles within the country and related local key enablers.
- Define operational business targets for the respective sales districts based on country objectives and ensure their sustainable achievement. Also ensure successful execution of grower and channel strategies in alignment with cluster level Customer Marketing.
- Provide entrepreneurial leadership for the full realization of business opportunities as well as mitigation of market risks.

Application Period

27 July 2021 – 10 August 2021

Reference Code

CS/CCL/SA

Division

Crop Science

Company

Bayer (Pty) Ltd

Department

Commercial Operations

Location

Isando

Functional Area

Commercial Operations

Position Grade

VS 4.1

Employment Type

Permanent

Work Time

Regular



- Identify, assess and communicate relevancy of market developments, opportunities and threats, as well as contribute to cluster business success by transparent communication and efficient resource use.
- Ensure implementation of corporate guidelines and compliance policies.
- Ensure leadership in the field of sustainable agriculture and maintenance of our license to operate by actively supporting public awareness on the need for and value of modern agriculture and through accountability for consistent implementation of prioritized stewardship measures.
- Provide leadership for local non commercial resources in alignment with their functional objectives.

WHO YOU ARE

Experience & Qualifications

- University Degree with track record in sales, marketing, business development or strategic planning.
- A deep understanding and technical knowledge of the agriculture sector and market landscape across all portfolio areas.
- Track record of providing managing a high performing commercial tea, in a senior leadership role.

Skills

- Ability to develop and implement successful strategic business plans aligned to customer needs within the ag sector across the cluster/country group.
- Result oriented.
- Build effective teams.
- Track record on talent Development.

CONTACT US

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