**Business Development and Sales Manager**

**Company Description.**

Rizobacter is a leading company in microbiological products applied to agriculture helping to improve global food security by enabling millions of farmers to make better use of available resources in a sustainable way. With more than 40 years of experience Rizobacter technologies are being sold in 31 countries all around the world. Rizobacter is a company that combines the flexibility and fast decision of middle size company with state of the art R&D at the same level than the biggest players in the market place.

**Territory**

United State and Canada.

**Role Purpose**

Rizobacter is actively growing in North America through strategic alliances with key players and expanding their portfolio. Within the expansion plans Rizobacter has today a solid network of customers that request a focused person to address each of their needs as well as generate new business opportunities. Currently the focus will be in the existing customers with a seed apply portfolio of biological products, but the person assigned to the position will need to be flexible to explore opportunities for other technologies of the Rizobacter’s portfolio.

- Achieve sales, profit and market share targets with channel partners, key producers within the territory
- Develop a profound understanding of customer needs via consultative selling, recognized expertise and trust with customers
- Manage operational budget, selling expenses, and marketing funds
- Develop territory-level business plans that identify specific opportunities, must-wins, and tactics to grow territory sales

**Career opportunities**

The initial goal is to have with this role a person capable to fully understand the company’s needs, values and culture. Base on that assumption the person will be an essential piece in developing the strategy for USA and Canada. The project involves a growing structure that will need a head and the goal is to convert the Sales and Marketing Manager in to the head of the North American business within a 3 years period.

**Role Requirements**

- The position will involve travels:
  - Once a year to the Headquarters in Argentina
  - Frequently within the US and Canada.
- Travel requirements- 50%
- Minimum: Two to five years seed treatment sales/marketing experience
- BA/BS preferably in Agribusiness
- Desirable to have knowledge of biological products.
- Rizobacter is an Equal Opportunity Employer and does not discriminate in recruitment, hiring, training, promotion or any other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, marital or veteran status, disability, or any other legally protected status.