

DEVELOPMENT SPECIALIST

Job description:

We are looking for an ambitious and energetic Development Specialist to help us expand our portfolio. You will be responsible for the coordination and good functioning of all the workflow processes and organization within the Development Department. You will travel frequent, organize trial conducting with new plant protection products, fertilizers, biostimulants, seeds in order to identify proper products, application time, dose rates for BG market. You will have the over-all responsibility and accountability for the respect of deadlines and will deliver qualitative data on time – summarized data from conducted trials and market feedback.

You will initiate product development programs and organize the project planning, insuring that protocols and trials are conducted in accordance to the company rules and requirements. You will develop a project planning tool and organize meetings with the Marketing, Sales and Regulatory Department.

You will define and propose a development plan for projects and the trials budget. You will propose the submission strategy for new products.

Furthermore, thanks to your technical expertise and people management skills, you will organize trainings of sales staff in order to be prepared to developed new products and and new/better positioning for the existing portfolio. You will work in close collaboration with regulatory, marketing and sales managers and technical colleagues and you will transfer technical support and product knowledge to marketing.

Profile:

- A successful experience in the same position of Development Specialist is a plus;
- You have at least five years of experience in the field of plant protection and fertilization
- You have to be familiar with Institutions in the industry – with whom to cooperate for trial organisation;
- You have a master's degree in Plant Protection in Agricultural University - Plovdiv
- You have a sound technical knowledge of agricultural techniques, crops, plant protection products, fertilizers, biostimulants;
- You have experience in product development and/or technical field knowledge
- You have a good knowledge of English.
- You work well-organized and accurately. Good analytical skills are a must-have
- You are proficiency in MS Office and you are capable of carrying technical presentations
- You are capable of writing articles and newsletters on current affairs within the farming industry in cooperation with Marketing Department
- You have strong communication and presentation skills

Offer:

- A varied job in a dynamic and international environment with opportunities for learning and initiative
- An enthusiastic team and an informal and stimulating atmosphere
- Frequent contacts with other departments and foreign establishments
- A competitive salary, increased with several benefits in kind

Interested candidates may respond by sending a CV and photo to sumiagro@sab.bg