

PanAmerican Seed is an international company that specialises in the breeding, production and marketing of top-quality stock material for perennial plants, cut flowers and bedding plants. PanAmerican is part of the Ball Horticultural Group, a family business whose head office is located in West Chicago, America. With an international team of motivated people we breed, produce and sell our plant varieties to the satisfaction of growers and consumers.

To reinforce our sales team, we are looking for an :

Area Manager Middle East/Pakistan

Fulltime

Are you passionate about sales and the horticultural sector? Then we are looking for you!

Job description

As Area Manager you are responsible for realizing profitable sales in the Middle East and Pakistan. In this varied position you keep a close eye on market & product trends, you analyse the competition and look for opportunities in your region. Based on our international strategy and your analysis, you develop an area plan in which you incorporate and measure all actions needed. In close cooperation with Product Management and Marketing, you ensure, among others, the right positioning of products and co-develop specific marketing strategies to increase sales in your region. Moreover, you build on our network of existing customers, distributors, young plant growers and growers while expanding this network. To do so, you will be travelling on a regular basis.

Your job requirements

- A bachelor's degree in Horti/Agriculture or Commercial degree or equivalent knowledge gained through proven experience.
- 5+ years' experience in sales.
- Excellent communication skills English, written and oral.
- You are commercial, analytical, goal- and customer oriented.
- You are a person who can work collaboratively in multi-disciplinary teams.
- You are willing to travel on a regular basis.
- You will be based in Venhuizen (Noord Holland, NL), where you will familiarize yourself with our products to position our products correctly.

What we have to offer:

This is a challenging, autonomous, and responsible position in an international work environment in a growing and fascinating organization. The CAO Tuinzaadbedrijven is the basis for our remuneration package, consisting of a competitive salary and excellent terms of employment. Our informal culture encourages initiative.

Interested?

For more information, please contact Jeroen Star, Sales Manager, at +31 6 53 47 59 12 or go to our website www.panamseed.com.

Would you like to apply?

Please email your application, with your motivational letter and CV to our HR department via hr@panamseed.com