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Plant tomorrow's ideas.



## Przedstawiciel Handlowy

KWS Lochow Polska Sp. z o.o. specializes in the breeding of new varieties and the production of high-quality seed of many plant cultures. Our main products are hybrid rye, corn, rapeseed and sugar beets. Due to the continued growth of the company, we are looking for a full-time person for the position of: Sales Representative for the Greater Poland region to ensure consistent sales and revenue growth by managing sales in the assigned region. This is a mobile job covering selected districts of the Central Region (list at the bottom of the page).

### Main tasks:

- active sales of KWS products in the assigned area
- building lasting commercial relations of KWS with farms in the designated region of Poland in terms of sales of all KWS crops
- advising on crops and establishing contacts with growers
- preparing analysis of business results at the farm level within agreed deadlines
- supporting the Regional Sales Manager in relations with smaller distributors, sub-distributors, license partners, etc.
- implementing marketing activities, conducting trainings for farmers, organizing and handling field days, trainings, fairs and agricultural exhibitions, representing the company at industry meetings
- participation in the launch of new products on the market, cooperation with the Product Development and Agroservice departments
- active use and also expansion of the customer database management system
- reporting to the Regional Sales Manager

### Requirements:

- higher education in agriculture or related field
- knowledge of the agricultural market, the seed sector or alternatively the fertilizer or plant protection products sector
- goal-oriented implementation of sales tasks in the assigned area of operation
- experience in the seed industry in a similar position
- area of residence - the counties listed below or neighboring counties
- fluent knowledge of the Polish language, knowledge of English is welcome
- ability to work with a computer and smartphone (MS Office package, databases, Android applications)
- ability to assess customer and market needs, innovative and creative thinking
- high level of commitment, flexibility and resistance to stress
- ability to work in a team, ability to organize working time
- driving license cat "B", readiness for business trips

### We offer:

- attractive remuneration together with a package of social and health benefits
- employment based on a full-time employment contract
- modern, necessary work tools (company car, laptop, phone)
- an independent position with the possibility of further professional and personal development
- work in an international environment with a high organizational culture, and every day work in a friendly team

The area of operation includes the districts: bełchatowski, łaski, pabianicki, pajęczański, sieradzki, wieluński, wieruszowski, zduńskowolski, radomskoński.

We look forward to receiving your application (resume with cover letter and information on expected gross monthly salary) via our online application system! Please click on the "Apply" button, which you will find in the advertisement.

### About KWS

KWS is one of the world's leading plant breeding companies. Over 5,000 employees in more than 70 countries generated net sales of around €1.5 billion in the fiscal year 2021/2022. A company with a tradition of family ownership, KWS has operated independently for 165 years. It focuses on plant breeding and the production and sale of seed for corn, sugarbeet, cereals, vegetables, oilseed rape and sunflower. KWS uses leading-edge plant breeding methods to continuously improve yield for farmers and plants' resistance to diseases, pests and abiotic stress. To that end, the company invested more than €285 million last fiscal year in research and development. For more information: [www.kws.com/career](http://www.kws.com/career). Follow us on LinkedIn® at <https://linkedin.com/company/kwsgroup/>.

