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Plant tomorrow's ideas.



## Business Development Specialist

Looking for a dynamic role where you can develop yourself within the seed industry? Then we may just have the perfect job for you. At KWS Vegetables / Pop Vriend Seeds, we have a job opening for a Business Development Specialist that touches different disciplines of the seed business.

As a Business Development Specialist, your primary focus will be to facilitate and support the strategic business development within our Business Unit Vegetables, with a strong focus on our fruity crops tomato, pepper, (water)melon, and cucumber. You will play a key role in supporting global and local crop teams in crafting their long-term strategic plans. You'll dive into critical questions such as: What are our goals for the next decade? What steps are necessary to achieve them? What are our key priorities, and which KPIs should we use to measure performance? Your work will involve pioneering and developing the right tools to effectively implement these strategies. And to really have your boots on the ground, we are looking for someone willing to travel extensively across Europe, NAFTA, and Brazil.

### Your responsibilities

- You support the development and execution of global and local crop strategies, ensuring alignment with overall business objectives.
- You evaluate potential investment opportunities, including segments, traits, and projects, and develop comprehensive business cases.
- You monitor and develop information and insights about market trends, drivers, and competitors in order to support strategic business decisions.
- You prepare and lead strategic meetings (e.g. crop team meetings) and ensure appropriate follow-up.
- You prepare strategic concepts and templates and ensure consistent implementation.
- You ensure proper planning and align projects and activities. In doing so, you maintain an overview and ensure all expectations are fulfilled.

### To seed your future, you've got the following skills:

- You have a university degree in Business Administration or Agricultural Economy or comparable experience.
- Experience in business development, agribusiness, business evaluation or consulting is a plus.

Join the team!

Will you become our new Business Development Specialist? Then apply for this position and become part of The Vegetable Squad! For more information about this vacancy you can contact Joost van den Eijnden, Commercial Director, via +31 (0) 621 235 689 or [jvandeneijnden@popvriendseeds.nl](mailto:jvandeneijnden@popvriendseeds.nl). If you would like to respond immediately, then click on the button below.

**Apply now**

### 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/>.

Our data privacy policy for candidates is available on [www.kws.com/dataprotection](http://www.kws.com/dataprotection). Please select the country where the job you applied for is posted in and, if applicable, the specific business unit.