



Our foresight. Your inspiration.
Plant tomorrow's ideas.



Product Development Manager - Lazio/Campania (Fondi and Campania area)

At KWS Vegetables BV, we're on the lookout for a dynamic and driven Product Development Manager to join our dedicated product management team within our Business Unit Vegetables in Lazio/Campania (Fondi and Campania area). This is an exciting opportunity to lead project coordination and make a significant impact in a permanent, full-time role. If you have a passion for innovation and excellence in the agricultural sector, we want to hear from you!

Key duties:

- Develop new assortment for PMCs on local and country level
- Implement Crop/PMC Trial plan in line with global crop trial plan
- Member of local crop team(s); give input crop strategy, market- customer intelligence
- Support development and maintenance product profiles
- Advice on and support introduction strategies
- Ensure implementation / alignment trial calendar

Key responsibilities

- Design local trial plan, execute trial plan, data collection, draft conclusions, propose elevation decisions
- Align with breeder and sales on product profiles per Product Market Combination, propose priorities, focus area's
- Provide guidance / input to breeding direction and breeding selections.
- Market and competitor intelligence, together with sales; understand trends and drivers
- Identify unique selling points of the new commercial varieties versus competitors and existing portfolio
- Define growing protocols and growing concepts before commercial launching.
- Implementation and supporting use of tools like Mercado, etc.
- Based on the portfolio PDM can have a multi-crop and cross-country responsibilities
- Hierarchical and functionally leading Trial Developments Specialist(s)

Performance indicators:

- Quality Trial plan, design and execution
- Product profiles defined
- Preparation elevation meetings
- Successful introductions
- Define growing protocols and growing concepts before commercial launching.

Core Competencies

- Leadership skills with ability to provide clarity and direction to stakeholders
- Result oriented, „we make it happen“ mentality
- Ability to think and act at different levels, prepared to put „boots on the ground“
- Technical
- Team player
- Analytical
- Self organizing
- Pro-active

Your Qualifications:

- Requires a minimum of a B.S. in Agronomy or Horticulture
- 3+ years of experience in the vegetable seed industry is preferred
- General experience in product development
- Italian mother tongue. Fluent English in word and writing, additional language(s) are an advantage

Did we spark your interest?

Then apply now via our online portal and send us your documents (cover letter, resume, certificates). We look forward to getting to know you!

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 €1.8 billion in the fiscal year 2022/2023. 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, sugar beet, 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 €300 million last fiscal year in research and development. For more information: 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. Please select the country where the job you applied for is posted in and, if applicable, the specific business unit.