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National Sales Manager (m/f/d)

Currently we are looking for a dynamic and experienced National Sales Manager (m/f/d) who is ready to take the next step and lead our highly motivated Sales Team in Győr, Hungary, to achieve set sales goals, targets and revenue and establish our future growth plan for KWS Magyarország Kft. The key duties will be the leading of the KWS sales operation in Hungary by serving customers through the optimal distribution channel while generating demand at farmer level. The position is in full time and for unlimited period. If you are interested, please send your CV in English, together with a cover letter indicating your motivation to apply for this position.

Your tasks:

- Full accountability and ownership of the seed sales budget and targets
- Responsible for execution of yearly budget, action plan and mid-term strategy to ensure consistent, profitable growth in sales and revenues and achieve annual sales targets
- Preparation of annual analysis about the business performance per region and sales area and use of the reporting system for continuous controlling
- Plan and define sales objectives and action plans by areas/sales representatives which covers volume, product mix, revenue targets and expense control
- Ensure targets are delivered through people management, performance review, reward, and individual recognition
- Monitor, track, forecast the business while making sure CRM/SFDC customer database, seasonal operational transactions and sales cycle activities are well managed
- Manage and coordinate channel activities including setting the commercial policy, planning, forecasting and AC (Account Receivables)
- Design and update GTM strategy
- Build and expand the sales representative network in accordance with the long-term market-, sales- and marketing-strategy
- Explore and identify future growth opportunities in all relevant areas (portfolio, new product introduction, GTM, etc.)
- Deal and implement marketing policies and activities, together with the Product Development & Agroservice Teams
- Develop sales team through motivation, coaching and trainings both in product knowledge and sales capability
- Work closely with seed associations and organizations

Your profile:

- M.Sc. in Agriculture or related field
- Minimum 5 years of experience in a sales management position
- Excellent English and Hungarian language skills
- Experience in planning and implementing sales strategies and annual budget plans
- Knowledge of the Seed Industry (preferably Corn, SF and OSR) additionally Fertilizers or Crop Protection Product Sector
- Knowledge of Hungarian farming, agricultural market & distribution
- Strong business acumen, knowledge of sales contracts & legal issues
- Leadership skills: build and motivate a sales team via commitment to continuous development and disciplined execution
- Long term vision to identify growth opportunities
- High level of external and internal customer focus
- Excellent organizational, communicational and analytical skills
- Cooperative mindset, ability to deal with conflicts & stress and flexibility
- Driving Licence „B”
- Microsoft Office skills

What you can expect:

- As one of the world's leading plant breeding & family-owned company we live a culture with the values "proximity, reliability, vision and independence", which is lived in practice
- Flat hierarchy with open communication
- We create appropriate framework conditions: own office, company car, yearly target bonus and Cafeteria voucher etc.
- True to our motto: "Make yourself grow!" we promote individual professional and personal development
- As National Sales Manager (m/f/d), you are the face of KWS to the outside world and you can perform your job with a great deal of freedom with the support of a reliable and highly motivated

KWS is one of the world's leading plant breeding companies. With the tradition of family ownership, KWS has operated independently for more than 160 years. It focuses on plant breeding and the production and sale of seed for corn, sugar beet, cereals, potato, rapeseed, sunflowers and vegetables. KWS uses leading-edge plant breeding methods. 5.700 employees represent KWS in more than 70 countries.

For more information: www.kws.com/career. Follow us on LinkedIn® at <https://www.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.