

Globachem – Product Development Manager - Cerrado region

In this role you will be responsible for driving the pre-commercial development of our crop protection portfolio in the Cerrado region in Brazil. You will work closely with technical consultants, CRO's, regional influencers and key customers to ensure successful product introductions in the market.

- You coordinate annual trial plans and protocols for both regulatory and commercial purposes.
- You build and maintain strong relationships with CROs, consultants, and regional influencers. You persuade consultants about the use and technical advantages of Globachem products.
- You support the commercial team and customers with technical recommendations and expertise.
- You support product launches through field demonstrations, technical trainings, and customer interactions.
- You prepare technical bulletins, trial summaries, and region-specific materials.
- You identify technical bottlenecks and propose corrective actions.

- You implement and work with project management tools and performance indicators. You use digital tools such as ARM for trial management and ensure proper reporting in line with local requirements.
- You report to the Sales&Marketing Manager Brazil and work in tandem with the Product Manager South for Brazil. You collaborate closely with other departments at Headquarters in Belgium.
- You hold a degree in Agronomy and you have at least 7 years of experience in the crop protection industry.
- You are clear, structured and convincing in your communication. You can communicate in English at a professional level.
- You are proactive and results-driven, with a hands-on attitude.
- You can work autonomously and enjoy teamwork.
- You are strong in project management, analytical minded and have experience with ARM and statistical tools.
- You are based in the Cerrado region are willing to travel frequently within this region and to our offices in Campinas.
- You embrace our FRAMILY values: Fun, Respect, Ambition, teaMwork, Innovation, fLexibility, and famiLY.

<https://globachem.com/en/careers/>