

Globachem – Sales Manager - Poland

As Sales Manager, you will be responsible for strengthening Globachem's market position in Poland. You will drive commercial activities in the field, strengthen product positioning, build customer relationships and turn opportunities into concrete sales results.

- You grow sales and expand market share for Globachem's crop protection products in Poland, strengthening customer relationships and providing customer-focused support.
- You build and maintain a network of distributors creating long term partnerships and long-term value for both sides.
- You prepare accurate sales forecasts and you identify new business opportunities based on customer insights and market trends.
- You collaborate closely with internal teams (Customer Service, Marketing, Finance, Regulatory Affairs, and more) to deliver outstanding service and share valuable market insights.
- You report directly to the regional Sales Lead and you contribute actively within the global Sales & Marketing team.
- You hold a master's degree in Bioscience Engineering, Agronomy, or an equivalent field.
- You demonstrate a proven and successful track record in sales of crop protection products and can bring at least 5 years of industry experience.
- You have a deep understanding of the agricultural sector in Poland, including market dynamics, farming practices and key crops.
- You excel in commercial and technical negotiation skills with a customer-oriented approach.
- You are clear and structured in your communication, you speak Polish at native level and communicate in English at professional level.
- You are proactive, autonomous and results-driven, with a hands-on attitude.
- You are based in Poland, by preference in the North-Central part of Poland and are willing to travel frequently within the region and abroad. Regular visits to our headquartes in Sint-Truiden (Belgium) are part of this.
- You embrace our FRAMILY values: Fun, Respect, Ambition, teaMwork, Innovation, fLexibility, and familyY.

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