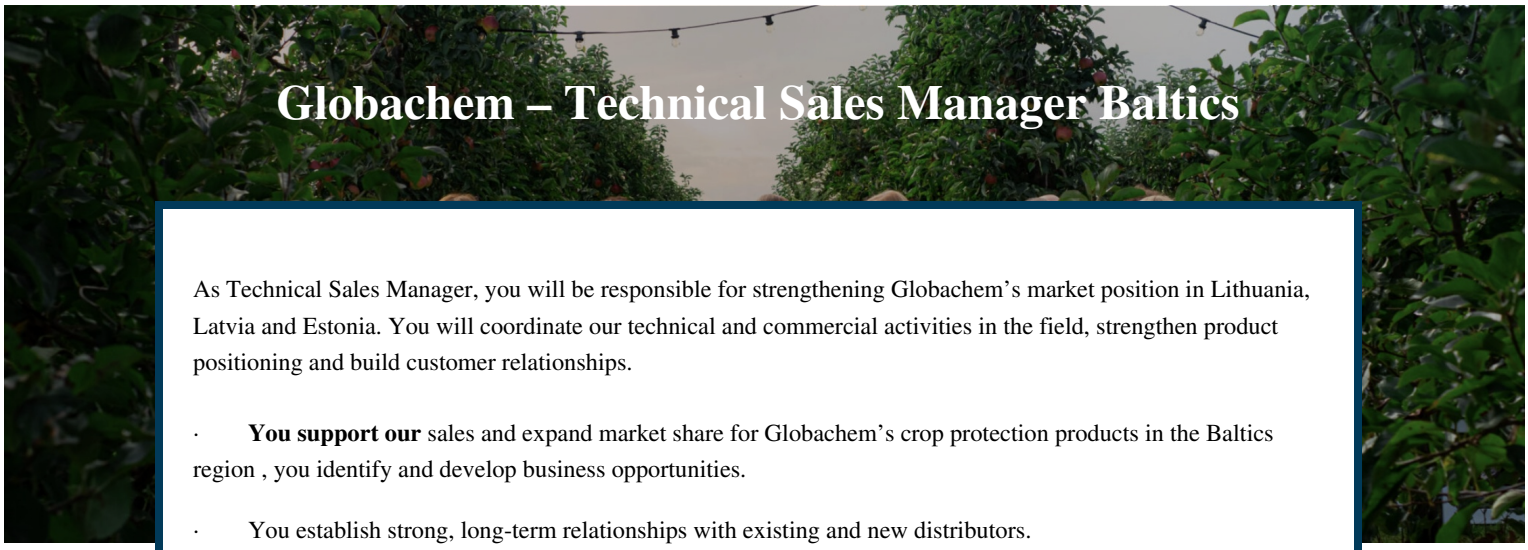
Globachem
Your Crop Counts



Globachem – Technical Sales Manager Baltics

As Technical Sales Manager, you will be responsible for strengthening Globachem's market position in Lithuania, Latvia and Estonia. You will coordinate our technical and commercial activities in the field, strengthen product positioning and build customer relationships.

· **You support our** sales and expand market share for Globachem's crop protection products in the Baltics region , you identify and develop business opportunities.

· You establish strong, long-term relationships with existing and new distributors.

· You provide customers with technical advice and solutions, you act as the main point of contact for customer requests or complaints and ensure a timely follow-up in cooperation with other departments (Customer Service, Regulatory, Quality, etc…)

· You support sales regarding product knowledge, benchmarking USP's and follow up on the budget and forecast for the Baltics region.

· **You collaborate** closely with internal teams (Customer Service, Marketing, Finance, Regulatory Affairs, and more) to deliver outstanding service to your customers and share valuable market insights.

· You report directly to the Sales Lead North-West Europe and you contribute actively within the global Sales & Marketing team.

· You hold a master's degree in Agronomy or an equivalent field.

· You have at least 5 to 7 to years of experience within the crop protection industry in a technical-commercial role.

· You have a deep understanding of the agricultural sector in the Baltics region, 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 communicate in English at professional level.

· You are proactive, autonomous and results-driven, with a hands-on attitude.

· You are based in Latvia, Estonia or Lithuania and are willing to travel frequently within this region and to the headquarters in Sint-Truiden (Belgium).

· You embrace our FRAMILY values: Fun, Respect, Ambition, teaMwork, Innovation, fLexibility, and familY.

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