

Globachem – Sales Manager North-East/ North-West France

As Sales Manager, you will be responsible for strengthening Globachem's market position in your region in France. 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 France, strengthening customer relationships and providing customer-focused support.
- You establish strong, long-term partnerships with both existing and new customers, ensuring regular communication and understanding their needs
- 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 the short- and long-term budgets and forecasts for the products in your region.
- 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 Country manager France 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 4 years of experience within the crop protection industry in a commercial/technical role.
- You have a deep understanding of the agricultural sector in France, 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 France at native level and communicate in English at professional level.

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