



Looking for: Advisory Representative Crop Science

Bayer A/S

»Health for All, Hunger for None«

is our Vision, and what Bayer is all about. We are committed to achieving this, each and every day. All of us together, across the world. At Bayer you have the opportunity to be part of a culture where we value the passion of our employees to innovate and give them the power to change.

Crop Science offers innovative and sustainable solutions in plant protection, rape seed and digital solutions for today's and tomorrow's agriculture.

Job description

Bayer Crop Science division is looking for an Advisory Representative to fill a vacant position in our Danish Team – area Mid- North of Jutland. Starting date will be as soon as possible.

As Advisory Representative for Bayer we are offering you an exciting opportunity where you will benefit from your agronomical expertise and strong knowledge about farming in Denmark. You will, in the day to day work, closely work with Danish farmers, dealers and advisors providing recommendation about the products Bayer is offering to the Danish agricultural market.

As an advisory representative you will work independently with farmers, dealers, advisors and other stakeholders, understanding their needs and helping them to find solutions through our products.

Together with Bayer colleagues you will be the face of Bayer in Denmark and develop local promotional material and activities to place our messages and products in the market. You will advise on the product portfolio and its usage, increase the understanding of the value of our product solutions and create demand. You will accompany trial activities and translate the outcome into value proposition's to our customers/ to farmers.

The position will be home-based – preferably in the area of Mid- North of Jutland.

As a Advisory Representative you will:

- Provide technical information to advisors, farmers and dealers in the proper use and stewardship of our products. Maximize the pull creation for our solutions in your geographical area.
- Consult with end users to evaluate pests, product selection, application methods, and application timing for our products.
- Present technical information to key accounts to ensure complete understanding of our products and programs.
- Work closely with the Bayer colleagues to develop local marketing material like presentations, newsletters and Facebook posts.
- Monitoring field trials – demos – and ensure that the outcome is communicated to key stakeholders in your local area via field visits or and advisory/ farmer meetings.
- Participate in cross country activities (at Nordic level).
- Participate and contribute to all activities during season and beyond the season which will emerge in a small local sales team.
- Travelling and short stay overs will be a part of your role.

Qualifications and skills

- Strong agricultural background.
- Bachelor's or Master's degree in agricultural science.
- Technical attitude – with agricultural, and the ability to apply that knowledge in a commercial context.
- Team player with a high drive that can work cross functional - with a willingness to accept responsibility.
- A customer-focused approach – to sales and service.
- Excellent verbal and written communication skills (Danish native speaker - standard level in English).
- Strong presentation skills towards both smaller groups and larger audience.
- Good knowledge of IT tools –(including office package) and relevant digital communication tools.
- High flexibility during peak periods and the ability to work longer hours in short periods.
- Driving license.

Our culture

At Bayer we encourage innovation and experimentation in order to optimize service to our customers. Our working culture is driven by our passion and our fascination to think ahead. We foster open discussions, sharing knowledge across our community, and partnering with external networks.

How to apply

If you have questions about this position, you are welcome to contact Poul Bjerre Jensen, mobile: +45 20130076.

Please send in your application in Danish or English, together with your CV in English.

No later than 30.09.2022.

We will continuously evaluate and interview candidates and are looking forward to hearing from you.

Functional Area: Sales

Employment type
Permanent job

Work type
Full-time

Location
Mid-North of Jutland

Application period
06.09.2022 - 30.09.2022

Apply: <https://rekry.oikotie.fi/recruitment/application/login>

