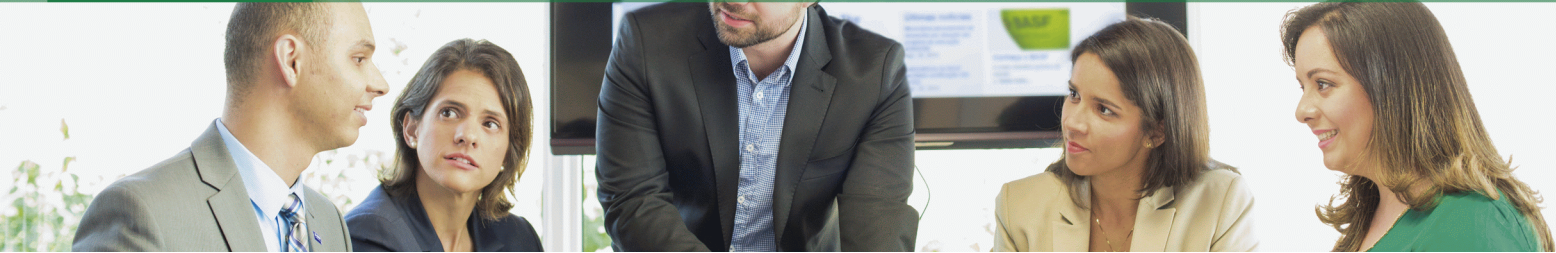


The power of connected minds



Sales Specialist, Salads; Vegetable Seeds, Agricultural Solutions.

We are the world's leading chemical company because we offer intelligent solutions for our customers and for a sustainable future. We connect and develop people with diverse talents all over the world. For you, this means a variety of ways to advance. Not only your performance but also your personality matter to us, without regard to gender, age, origin, sexual orientation, disability or belief. At BASF, careers develop from opportunities.

BASF Vegetable Seeds are a global leader in vegetable seeds for the professional produce industry; developing varieties and concepts to meet the needs of the entire produce chain - from grower to consumer.

What you can expect

As a member of an exciting Global Crop Team you will work to develop partnerships with UK growers, understand their needs, their customer needs beyond, and use this to best place and influence variety decisions.

- o You will collaborate closely with colleagues who work with growers around the world daily to bring leading knowledge, innovation and added value solutions to your customer.
- o You will develop and build successful customer strategy management, translating your knowledge and understanding of your customer in to a clear vision and set of differentiating objectives.
- o You will be responsible for improving our market position by exploring and exploiting new opportunities, adding value where possible and by anticipating customer and consumer needs, allowing us to stay one step ahead in R&D development.
- o You will plan, review, adapt and execute the annual sales plan in line with M&S strategy.
- o You will introduce company, product to national strategic customers in line with M&S strategy.
- o You will formulate, and negotiate with customers regarding annual contracts and concepts, in order to realise the short-term sales targets and the long-term partnership relation.
- o In addition, you will provide market, price, and product information in line with M&S strategy in order to contribute to the formulation of the marketing and sales plan in the crop team.
- o You will proactively report the proceedings in sales and the consequences for the other departments.

Working area:
Sales

Location:
BASF plc, Cheadle

Working hours:
Full-time

Contract type:
Permanent

Reference code:
EN57395403_ONLI_1

Please apply online at
www.human-resources.basf.net/job-option-europe_GB

or in writing to
BASF Services Europe GmbH
Recruiting Services Europe
PO Box 11 02 48
10832 Berlin, Germany

For more information please contact:
Tel.: 00800 33 0000 33
E-Mail: jobs@basf.com

- o You will take care of the money collection in line with the financial policy and payment terms in order to ensure sufficient cash flow.
- o You will contribute to the trial program in order to come up with proposals regarding the assortment, and to verify performance in a commercial setting.
- o You will initiate the introduction of new varieties and propose on price level and product forms in line with M&S strategy in order to contribute to commercial success of new varieties.
- o You will contribute to a successful specialist crop team by sharing MCI with colleagues, collaborating where required and bringing a positive mind-set and input to the team.

What we expect

- o You hold a degree in an agricultural discipline or have a proven track record of many years experience in an agricultural commercial role.
- o You have excellent interpersonal and organisational skills.
- o You are a team player, who sees the benefit or supporting others to succeed.
- o You can equally work autonomously with a high level of self motivation
- o You have a proactive nature and the ability to take initiative.
- o You have experience of introducing new products to market and can demonstrate the processes need to do this.
- o You understand the essence of partnership with customers.
- o Knowledge of the horticultural/vegetable industry is preferred.
- o You hold a valid driving licence.
- o You speak fluently English.
- o This is home based role.

We offer

Responsibility from day one in a challenging work environment and "on-the-job" training as part of a committed team.

Job grade: Pending Evaluation

Closing date: 07.10.2018

**Join the best team with more than 110,000 other minds to connect with globally.
Explore your BASF career options at on.basf.com/mycareer.**