

Andermatt Group AG is a global leader in the development, production and marketing of biological crop protection products. As a successful family business, we are constantly expanding our product range and extending our international market presence. We look forward to a promising and exciting future.

For the management of our dynamic and motivated team, we are looking for a professional as of 1. December 2022 or by agreement as

Head International Market Development 100%

With your technical know-how, you will be responsible for market development and expansion of the customer base abroad. You will advise existing distributors and further develop the portfolio of customers. With your flair for marketing, you will further develop the existing marketing concept and support our customers in successfully placing our products in the market.

Your responsibilities

- Leading an international team of 5 area managers
- Responsibility for the definition and implementation of market development measures
- Support, advice and training for key accounts abroad
- Market development and acquisition of distributors in the assigned countries
- Development of marketing material for organic inputs
- Development of application strategies for products in organic and integrated cultivation
- International travel of about 20 percent of the workload

Your profile

- Completed higher technical education in agronomy or related agricultural field
- Many years of management experience in an international environment
- open and integer personality
- fluent in English and French (o/w), preferably also German
- Experience in intercultural communication and negotiations
- Ability to develop and implement solutions for complex challenges

What we offer you

- a value-based culture with a lot of personal responsibility
- international activity in a future-oriented industry
- Further training and development opportunities are actively encouraged
- Opportunity to play a part in shaping a fast-growing company
- Collegial and open team

We look forward to receiving your complete online application via our job portal www.andermatt.com/career.

If you have any questions, please do not hesitate to contact **Erich Frank, Director International Market Development**, on **++41 (0)62 552 40 00**.