

bio-ferm researches, develops, registers, and markets innovative biotechnological plant protection products in viticulture, pome fruit, berries and tomatoes. Mode of action: Microorganisms isolated from nature and fermented in the laboratory act as antagonists and prevent specifically the infection by pathogens - no chemical residues, no resistances, non-GMO production and registered for IP and organic growing systems. **bio-ferm is part of [SAN Group](#).**

To further secure our growth, we are looking for the right person to take on the position as

Technical Sales Manager (m/f/d)

These are the tasks we trust in you:

- Provide technical support to Sales Management for face-to-face and/or remote sales to new or existing customers
- Evaluate solutions to meet customer needs
- Provide product training to sales team and distributors
- Identify competitive advantages and develop product argumentation as a part of product positioning
- Conduct market and competitor research to develop and grow our defined markets
- Assist with individual account and sales territory planning to help drive sales
- Provide industry expertise input for scientific trials and organize field trials by developing customer application and validation protocols/reports
- Provide proposals for new product and application development
- Present data at conferences, participate in fairs and trade shows when required to increase product profile and grow market share
- Write technical articles to support marketing initiatives

To grow in this position, it requires the following:

- Strong technical background (BSc, MSc, PhD in horticultural science or related field)
- Several years professional industry experience in horticulture (fruit and/or vegetables) or crop protection
- Business experience in horticulture and/or crop protection sales
- Highly dedicated and outgoing personality with good communication and presentation skills
- Self-motivated, with a "can do" & cheerful attitude
- Willingness to travel (~50% business travel)
- Possession of valid passport for international travel
- Valid driving license for passenger car

We have a SANTastic culture, means for you:

- First name terms from trainee to owner
- No neckties and an open-door culture
- Small teams to root and grow
- High degree of freedom to create a new approach to the market
- An international group of companies, privately owned, with a big vision and the means to make it come true
- Flexible working hours and home-office
- Benefits such as state-of-the-art Austrian head office and IT infrastructure plus internal and external development initiatives

What else to know?

- You are rooted in Herzogenburg near St.Pölten (Austria)
- We appreciate your expertise for 38.5 hours/week, full time, permanent contract
- This position is available immediately however, we are happy to consider your notice period or your desired start date.
- Based on your professional experience and your qualification, we offer you an attractive total compensation package starting at € 40.000 gross annual base salary, plus attractive benefits.

Are you ready to root and grow at **bio-ferm** and **SAN Group**? We are looking forward to your application! Simply send your letter of motivation and CV to jobs@san-group.com.

Do you have any questions? Please contact: Ms **Kai Lie CHU**, +43 2782 83300-151
Or visit our website: www.bio-ferm.com