

Founded in 1913, Sumitomo Chemical is a Japan-based global chemical company, offering a diverse range of products globally in five sectors: petrochemicals and plastics, energy and functional materials, chemicals and it-related materials, health and crop science products, and pharmaceuticals.

Sumitomo Chemical is listed on the Tokyo Stock Exchange, employs 34,000 people in more than 178 countries and generated sales of €22 billion in the 2021 fiscal year. In the crop protection sector, Sumitomo Chemical is the 8th largest company and with a high concentration of R&D on both conventional and biorational areas. The EMEA headquarters, Sumitomo Chemical Agro Europe, is based in Lyon, France.

- More information on our website: <https://sumitomo-chem-agro.com/>

About Valent BioSciences LLC

Headquartered in Libertyville, Illinois, Valent BioSciences is a subsidiary of Tokyo-based Sumitomo Chemical Co., Ltd., and is the worldwide leader in the development, manufacturing, and commercialization of biorational products with sales in 95 countries around the world. Valent BioSciences is an ISO 9001 Certified Company.

- For additional information, visit the company's website at : www.valentbiosciences.com.

For our Sales EMEA Department, we are looking for a :

Technical Development & Marketing Operations Manager

Description of Job: A field-based position in Europe that supports the R&D and market / business development of Public Health & Forest Health Products for our sister company Valent BioSciences in the Europe, Middle East, and Africa (EMEA) regions. Responsible for field R&D activities, including the identification of new market and product opportunities, planning and conducting field research with VBC experimental materials and products, interpreting and reporting research data, and providing technical expertise to management, sales & marketing and key accounts. Also responsible for integrating Customer Relationship Management (CRM) platform with business intelligence/marketing analytics to support building / managing the sales and marketing channels to achieve short- and long-term growth objectives with focus on select key accounts and strategic business / market development targets. Works directly at the local level with representatives of government agencies, non-government organizations (NGOs), universities, multilateral funding institutions and international donor organizations to create demand, shape markets, and drive technical positioning of VBC products with primarily government-based / end-user programs and projects. Supports affiliate and channel partners as appropriate in order to realize sales.

Main Responsibilities:

Technical Field Development

- Act as technical representative to customers for Public Health & Forest Health products.
- Partner with Global Field Marketing & Technical Development Manager & EMEA Business Manager with planning of product development programs and definition of workplan objectives; design trials consistent with objectives and develop protocols for trial execution.

- Organize, initiate, and complete field trials, both personally, and through contracted work with various types of cooperators, including private cooperators, university and government agencies, and consultants; manage expense and outside grants budgets within annual targets; develop strong working relationships with cooperators and relevant external influencers.
- Report trial outcomes via timely written reports, and through presentations at mid- and year-end Global R&D Meetings.
- Communicate clear and concise recommendations concerning VBC strategic direction, synthesizing information across multiple field trials and/or development programs.
- Transfer technology for VBC products and applications direct to end-user and/or channel partner marketing/sales organizations through field training and demonstration programs, oral and written presentations as needed; assist in the creation of promotional materials with VBC Marketing.
- Assist with writing product labels, official trial reports, and other product registration activities on an as-needed basis.
- Represent VBC at academic conferences and industry trade shows.
- Assure all required clearances for importation of experimental samples and trial execution are granted and all experimental permits are obtained.
- Manage technical support personnel (interns, temporary help, and/or consultants) when required.
- Works independently for the majority of the responsibilities. Supervision is periodic.

Customer Relationship Management (CRM) & Business Analytics

- Assist VBC Global Marketing & Customer Experience Manager and EMEA Business Manager with managing CRM database for EMEA region
- Analysis and reporting on business intelligence and sales / marketing campaign ROI
- Partner with EMEA Business Manager and VBC HQ Business Management to develop annual business plans and marketing strategy.
- SKU optimization analysis and implementation

Market & Business Development

- Build collaborative relationships with direct accounts and/or in-country Sales Management to gain understanding of key accounts through insight, segmentation and data analysis
- Routinely evaluate the product positioning, targeting and segmentation strategies for PH/FH products.
- Identify and assess strategic growth / business development opportunities through personal knowledge/experience, employing regional market expertise.
- Anticipate and analyze new business opportunities for both direct to end-user and with channel partners to drive sales growth.
- Participate in industry initiatives and organizations to keep abreast of the changes in the marketplace and make recommendations for adjusting marketing strategies accordingly.

Experience:

- A minimum 5 years' experience in technical, field-based work
- Excellent writing and presentation skills
- Knowledge of typical statistical procedures & experimental design
- Computer competencies to include word processing, document handling (Acrobat), spreadsheet, statistical and presentation software within a Windows environment
- Skilled in the use of application equipment commonly used in field trials

Education: Bachelor's degree; PhD or MS preferred

Travel: 50-75% based on seasonal needs and pending corporate / local government allowances per COVID travel restrictions

Additional Information :

Contract : long-term contract

Location : Europe

Starting date : As soon as possible

Mobility : EMEA for business trip

To apply:

Please send your CV and motivation letter to Laurence GOETZ, HR Development Manager :

- recrutement@sumitomo-chemical.eu

