



ADAMA

ADAMA is a global leader in crop protection, providing solutions to farmers and customers around the world to combat weeds, insects, and disease, helping them grow.

With a company culture that empowers our teams to listen to farmers and ideate from the field, and a comprehensive portfolio of active ingredients, ADAMA is uniquely positioned to deliver a vast array of distinctive mixtures, formulations and high quality, differentiated products that meet local farmer and customer needs.

With more than 70-year heritage, world-class manufacturing facilities and formulation centers, state-of-the-art R&D and a passionate team of 8,000 people, ADAMA serve customers in over 100 countries.

ADAMA invites candidates to apply for the position of

TECHNICAL SUPPORT MANAGER

To support our customers in Latvia with information, training, demonstrations, and advice

Key responsibilities

- Provides technical support for the market approach plan in cooperation with the Area manager and Account manager
- Supports the realization of the commercial objectives related to an account
- Organizes and executes technical support trainings and demonstrations for accounts and stakeholders
- Manages the ongoing technical relationship with key accounts
- Effectively influences stakeholders technically to support the realization of the commercial objectives
- Provides technical input from the market for the market approach plans and the derived marketing activities
- Provides advice to distributors on the use of crop protection products

Requirements

Education and Experience:

- University degree Agricultural-related field
- At least 3 years of experience in the crop protection market
- Up-to-date knowledge of the crop protection market
- Fluent in English and Latvian language

Knowledge and Skills:

- Strong communication, interpersonal and negotiating skills, including the ability to build effective working relationships
- Up-to-date technical knowledge on all aspects within the crop protection market
- Ability to pick up signals regarding technical developments and opportunities within the market
- Determined to achieve results and a passion to succeed
- Accurate technical advising skills

Company offers

- Competitive salary and performance related bonuses
- Company car
- Intensive training and subsequent support in the pursuit of business
- Interesting and challenging activity field with good perspectives
- Cooperative working atmosphere

If you are interested, please send your CV to search & selection company ARIKO ReServ to cv@ariko.lv