

Setzen Sie Segel...

We are searching a Strategic Sector Head for our customer in Schaffhausen.

The Strategic AI Sector Head has a primary focus on developing strategies and tactics in order to set and attain objectives for the company assets under their management.

This position will be responsible to direct a team of Product Managers to identify opportunities to develop new geographies and segments, improve pricing and reduce cost on different products under their responsibilities.

Strategic Sector Head 100%

Key Responsibilities & Activities:

- Shaping sustainable future portfolio to optimize our customers' value in target crops and geographies.
- Develop active ingredient strategies and tactics designed to maximize profits of the portfolio under their management being responsible for the objectives set
- Ensure that the Product Managers plan for and implement strategies for each differentiated and innovative product under their responsibilities
- Responsible to track, analyze and propose alternatives for the 20% of products that bring 80% of the Sector Contribution in the current year business
- Communicate plans and strategies to ensure expansion of the business ("Cross-Pollinate") at initiatives like Crop Management Teams, Country Visits and Cluster Leadership Teams
- Responsible for preparing and presenting at the sub Offering Committee and Offering Committee the strategic summary and business case for the new projects originated within is portfolio of active ingredients
- Ensure new projects meet objectives (cost, price and volume) and timelines
- Responsible for present the active ingredient Strategies at the relevant forums, in order to bring alignment and gain support on the implementation
- Collaborate with the other marketing functions to develop and implement strategies to attain other marketing objectives (e.g. knowledge hub; GTM and Packaging)
- Responsible for commercial aspects of products throughout the development cycle from ideation to launch

Required Experience:

- Relevant Academic degree (plant protection / agronomy)
- MBA – advantage
- At least 5 years of experience in similar roles
- Proven experience in managing a team
- Good leadership capabilities
- Strategic thinking, good communication skills
- Analytical skills and abilities
- Fluent English

Interested? Please send your digital application to Ali Akca (ali.akca@propers.biz).