



Be You.
Be Bayer.

At Bayer we're visionaries, driven to solve the world's toughest challenges and striving for a world where 'Health for all, Hunger for none' is no longer a dream, but a real possibility. We're doing it with energy, curiosity and sheer dedication, always learning from unique perspectives of those around us, expanding our thinking, growing our capabilities and re-defining 'impossible'. There are so many reasons to join us. But if you're hungry to build a varied and meaningful career in a community of brilliant and diverse minds to make a real difference, there's only one choice.

Sales – Southern African Countries Graduate

Role purpose

Join our community of passionate, curious, and innovative people working to make a positive impact on our world in the fields of health and nutrition, guided by our purpose of "Science for a better life".

Whether you have recently started working or have just completed your university studies, if you are ready to start your career journey, you can start your future with us. Come as you are, we are interested in your unique experiences and perspectives.

In this Sales Graduate role, you will be exposed to a variety of experiences in our Crop Science commercial operations, where you will help deliver great agriculture technologies and solutions to our customers, in pursuit of our vision of "Health for all, hunger for none".

Key responsibilities and tasks

In this role, you will be involved in a variety of assignments and activities to equip you with the knowledge and skills to interact effectively with our channel partners and deliver Bayer's agriculture technology and solutions to our customers. Your assignments will cover learning on aspects such as the following:

- // Development and delivery of sales strategies and Go To Market plans.
- // Sales planning methodologies including market segmentation, sales forecasting, and account planning.
- // Planning and conducting market engagement activities such as farmer/customer days.
- // Sales channel management aspects such as inventory

management, credit risk management, complaints resolution, and stewardship.

- // Brand management, and planning and execution of promotional campaigns, materials, launches, and trade events.
- // Learning the compliance requirements for commercial operations and implementing compliance programs.
- // Implementation of digital sales and marketing tools.

Qualifications and Competencies

Our selection criteria goes beyond your academic record or qualification. We also look for people who align to our values. Those who are resilient, progressive thinkers who can bring a fresh perspective and communicate their ideas with passion. However, in addition to the above, you will still need the following:

- // A minimum of a university undergraduate degree in business, agriculture, or related fields.
- // Good Microsoft Office suite skills.
- // Great organization skills.
- // Excellent communication and presentation skills.
- // Fluency in oral and written English.
- // Great personal drive and initiative

Be part of something bigger.

E-mail: sea.recruitment@bayer.com Indicate the position title and location in the subject line of your email. Please note that subsequent to the screening and shortlisting process, only shortlisted candidates will be contacted.

Advertising Period:
1 - 20 June 2023

Location:
Malawi

Employment type:
Fixed Contract

 Science for a **better life**

Bayer welcomes applications from all individuals, regardless of race, national origin, gender, age, physical characteristics, social origin, disability, union membership, religion, family status, pregnancy, sexual orientation, gender identity, gender expression or any unlawful criterion under applicable law. We are committed to treating all applicants fairly and avoiding discrimination.