

Agronomist – Consultant

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Company: PRI

Location: Zambia

Category: other-general

Overview

We are hiring! My client is a world class, market leading producer and supplier of industrial minerals and lime. They require the services of a qualified Agronomist for the development and execution of a Southern African (Zimbabwe, Zambia, Mozambique and Malawi) entry strategy on a Professional consultancy basis.

Services to be provided by the Consultant

Technical promotion of calcium carbonate and trading products such as basic soil conditioners, Calcium fertilizers, seed coatings, mineral additives and technical service in the agricultural industry in Southern Africa.

Initiate and monitor crop trials at predefined customers (e.g. farmers, cooperatives, government research institutes, NGOs) and ensure compliance to trial protocols

Identify and propose customers for crop trials

Subject expert on their agricultural product range

Regular customer visits to discuss technical performance and opportunities for further use of their products

Support their distributors on technical matter and trials

Calculate technical and financial benefit of their products vs. traditional farming methods and competitors' products

Trusted technical promotor of their products

Identify current and future agricultural trends in the agriculture business

A good understanding of the agricultural legislation and impact on them

Monthly review meetings with distributors on trials, product performance and actions to promote their products

Monthly reporting to Head Office / National Sales Manager / General Manager

Customer visit reporting (commerce-technical information, customer satisfaction) to Head Office / National Sales Manager / General Manager

Review and interpretation of trial results and reporting (trial tracker) thereof to Business Development and region

Create and maintain country market studies

Support development and execution of a Southern Africa strategy

Develop solid network/relationships with business leaders, trade bodies, parastatals, NGOs and government institutions

Requirements

Qualified Agronomist – Bachelors degree in Agronomy, Agriculture or a related field

At least 7 years relevant experience

Proficiency with computers

strong research, decision making, critical thinking and problem solving skills

Awareness of industry trends, technology and developments

Valid drivers license and willingness to travel

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