

Business Development Manager

HZPC Americas Corporation, located in Charlottetown, Prince Edward Island, Canada is the North American seed potato partner of the HZPC Group, recognized as a world leader in the marketing of seed potatoes for processing and table potato markets. The key to our success is understanding our customer's needs and supporting the varieties in detail, thereby ensuring customer and grower are successful with our varieties. HZPC develops own locally adapted varieties that match the requirements of our customers in North America.

Your contribution

Reporting to the General Manager of HZPC Americas, the Business Development Manager is a main point of contact for clients. The Business Development Manager is responsible sales of seed potatoes in North America and simultaneously responsible for establishing, nurturing, and maintaining long-term relationships with clients and potential clients (packers, packers/grower and distributors).

This position is part of the Canadian team. The Business Development Manager manages their own time, including regular traveling within Canada and the United States. The base is Charlottetown, Prince Edward Island, Canada.

The tasks include the introduction of HZPC varieties in the North American market and manage all aspects of the sales process, including pricing strategy, analyzing markets and customer needs, negotiating and evaluating credit worthiness.

Your profile

This position requires an independent, self-starter with a consultative selling style and a motivated, proactive, and long-term thinker. Having knowledge of the potato or agriculture industry is an asset.

You are a self-motivated, high energy individual with a passion for identifying new opportunities and you have a tireless work ethic.

You are living in Prince Edward Island or willing to move and live there.
You are willing to travel frequency within North America (40 - 50%).

You have a bachelor's degree in Agriculture, Marketing, Business Administration, or related field.

Or several years of sales or business development experience in North America.

You have excellent communication skills in English (verbal and written) as well as listening and presentation skills. Bilingual, able to communicate in French, is an asset.

You are proficient in Microsoft Office (fluent in Excel and PowerPoint) and have basic proficiency with ERP systems.

Your reaction

For further information about the vacancy you can visit our website www.hzpc.ca or

contact HZPC Americas Corporation by email hzpc@hzpc.ca or telephone (902) 892-2004.
Or contact Petra Kool (Human Resources of the HZPC group).
Email: petra.kool@hzpc.com Mobile phone +31 6 - 12 44 21 10
Closing date June 28, 2019.