



Kwizda Agro, a company of the Austrian Kwizda Group, is a leading provider of crop protection products. Our high quality standards, broad portfolio and advisor offerings make us a valued partner of the agricultural sector and international industry.

The Business Unit „New Technologies“ focuses on the development and distribution of proprietary products as alternatives to chemical-synthetic products, thus serving conventional and organic agriculture.

For the expansion of the Product Management team in Vienna we are looking for a

PRODUCT MANAGER MICRO-ORGANISMS (M/F)

Position based in Vienna, Austria

Your tasks:

- Lead the portfolio strategy for the product category “micro-organisms” with a focus on soil fungicides
- Develop product positioning, marketing and sales concepts along the product life cycle and maximizing the lifetime profitability of products through close collaboration with technical marketing and sales
- Responsible for life cycle management of existing assets, portfolio gap identification and steering of pipeline priorities in “micro-organisms”
- Manage overall defined new product development projects with the appropriate internal parties and insure that the market and customer needs are sufficiently addressed
- Direct and approve product developments including formulation, packaging, label enhancements to ensure maximum impact
- Ensure the successful handover of products from development to sales by creating effective launch plans and timely input into campaigns. Develop arguments for the sales organization and conducting international and external product training
- Create meaningful business plans and market potential analyses. Maximize category contribution by allocating resources and managing costs
- Analyze markets and competitor products, evaluate and anticipate market trends – turn creative solutions into reality
- Ensure appropriate stakeholder management (Sales, Research, Formulation Development, Controlling, Supply Chain, Quality, Regulatory, Production, Procurement)
- Active promotion of experience and knowledge exchange in the company (products, markets, construction methods, competitors)
 - Supporting the Business Unit Manager in the evaluation of partners
 - Managing external partners (R&D partners for commercial products, marketing, industry deals)

Your skills:

- Completed agronomist education with a high level of chemical and biological understanding
- Deep experience with fungicides
- Knowledge of field crops, especially corn, oil seeds – knowledge of horticulture a plus
- Minimum 3 years product / asset management experience – additional sales experience a plus
- Knowledge of marketing principles - positioning, market and financial analyses, communications
- Experience in product or innovation management is an advantage



- Proactive, inspiring personality with the joy of international cooperation
- Structured and analytical way of working with quick comprehension
- Fast, concrete and customized communication and presentation skills
- Very good knowledge of English, other languages beneficial
- Willingness to travel 30%-40%

Our offer:

- Exciting and diverse function in an expanding business unit
- Exposure to international markets

Are you interested? If so, we are glad to receive your application documents preferably through our Job Portal.

Otherwise, we ask you to send your documents by e-mail **kariere@kwizda.at** under the key word **Product Manager Soil Fungicides**.

Your contact person:

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