

## **Crop advisor/Agronomy manager**

Aphea.Bio is a leading R&D company that is dedicated to food security and ensuring a safe and healthy food chain. We aim to provide novel science-based solutions to build the agriculture of the future: sustainable, reliable, and profitable. Aphea.Bio focuses on the exploitation of natural, beneficial interactions that occur between microorganisms and plants. We discover and develop new biology based agricultural products for crop protection and crop improvement, hence shaping a more sustainable agriculture.

Aphea.Bio is **based in Gent, Belgium** embedded in the largest European Agro-Biotech valley.

We are looking for a **Crop Advisor/Agronomy Manager** to further strengthen our Business Development team and **support demand creation and sales in the field**.

You will report to the Chief Business Development Officer (CBDO) of Aphea.Bio.

### **Main responsibilities:**

- Deliver technical support to the Aphea.Bio customers and commercial prospects in the development, the product positioning, and the application of the Aphea.Bio range of products, including microbial-based biostimulants - seed coating, in-furrow application - as well as microbial-based biocontrol products.
- Assess the local practices and the recommendation of new technologies and techniques, and the monitoring of the results related to the Aphea.Bio products.
- Conduct business intelligence and benchmarking, as well as identify the competition's products, their product positioning, their cost positioning, as well as their USPs.
- Develop technical presentations and inputs to support marketing and sales activities.
- Provide guidance and advice to farmers, cooperatives, and other stakeholders including the Aphea.Bio customers on the best agronomy practices related to the use of the Aphea.Bio range of products.
- Position and promote the added value of the Aphea.Bio products and solutions in the crop cycle.
- Develop and implement technical management plans and conducting research and analysis to identify business opportunities to improve crop production along with the Aphea.Bio range of products.
- Develop and deliver agronomy training related to the Aphea.Bio range of products, with a specific and primarily focus on biostimulants.
- Develop and maintain good relationships with (potential) customers and their technical team.

### **Education and Experience:**

- Master's degree in Agronomy/Plant Science or related field.
- At least 5 years of field expertise and experience in technical support, especially in row crops such as straw cereals, corn (silage and grain), sunflowers, canola, and sorghum.
- Strong expertise in biologicals, preferably microbial-based products.

- Knowledge of seed coating applications and in-furrow application.
- Knowledge of biostimulant and biofertilizer products.
- Knowledge and experience in crop production and disease management.

**Other skills:**

- Computer skills: Proficiency in Word, Power Point and Excel applications.
- Language skills: Fluency in English (written and verbal). Knowledge of Italian and/or Polish and/or Hungarian would be considered as a plus.
- Excellent communication and leadership skills, as well as an in-depth understanding of plant science and technology.
- *'Boots in the field'* mindset, capable to understand and adapt easily to different farming practices and interact easily with farmers and technical managers of the Aphea.Bio customers.
- Ability to analyze (field trial) data, interpret results and make recommendations.
- Ability to work independently and as part of a team.
- Team player, creative, communicative, optimist, committed, flexible, entrepreneurial, organized, problem-solver.
- Open to travel at least 30% of the time, mainly in Europe.
- Need to come regularly to office.

Motivated applicants should send their CV including a cover letter to [benoit.lixon@aphea.bio](mailto:benoit.lixon@aphea.bio) and [veerle.vancleemput@aphea.bio](mailto:veerle.vancleemput@aphea.bio) before 22<sup>nd</sup> January 2024.