

Market Development Engineer – Antwerp

For our client, a multinational company and the world leader in the production and commercialization of fertilizers and chemical products for industrial use, we are looking for a **Market Development Engineer to join the Specialty Plant Nutrition Department in Antwerp**

From the headquarters in Antwerp, the international sales of our products are coordinated in close cooperation with our global distribution network, joint ventures and local sales offices.

Why is this job something for you?

- You will be offered a challenging and varied international commercial position surrounded by great colleagues who highly value teamwork, all at a pleasant work location.
- Furthermore, you will join a dynamic international company where growth, professionalism, and an informal working atmosphere go hand in hand.
- Moreover, you can count on a motivating compensation package supplemented with the necessary fringe benefits, including a company car.

What are you going to do ?

After an extensive training program on our company and our specialty fertilizers, you will work closely with the **Senior Sales Manager Specialty Plant Nutrition NW Europe** within your assigned region. You will coordinate the commercial activities in your region and ensure excellent customer service.

This role requires a strong customer-oriented approach and involves visiting local partners, identifying and creating customer needs, and following up on and developing commercial activities. In addition, you will attend trade fairs and conferences and organize events to promote the benefits of using our products.

Key Responsibilities

- Develop and drive the sales of the product portfolio
- Analyze local markets and identify new customers, opportunities and applications for specialty fertilizers
- Initiate marketing and commercial campaigns
- Follow up with customers and provide a personalized service
- Work together with the commercial team to achieve predefined targets
- Coordinate and monitor field trials and scientific trials with local partners
- Deliver technical training to target groups
- Develop fertilization programs based on KNO₃ products

Who are we looking for ?

- You hold a **Master's degree in Bioscience Engineering / Agronomy**, and/or have a relevant technical background gained through previous experience
- You have sector knowledge and several years of relevant professional experience
- Excellent communication skills are essential
- You have a commercial mindset and are strong in building long-term relationships with local stakeholders
- You proactively identify market opportunities, are flexible, and can work both independently and as part of a team
- Proactivity and initiative are a natural part of your work ethic
- You are fluent in **Dutch and English**; any additional language is an asset
- Good knowledge of **MS Office** (Excel, Word, PowerPoint)

Apply ?

This can easily be done by email on info@clearskyselection.be

For more information about this opportunity, you can always contact Koen Van Hoyer, manager at Clear Sky Selection on the above emailaddress or on tel: 0499-593046.

If you apply, you agree to the privacy policy of Clear Sky Selection: <https://www.clearskyselection.be/privacy-regeling>.