

## **Forage Seed - Technical and Product Manager (Ireland)**

DLF is the global market leader in grass and has a worldwide commercial and research presence – marketing seeds in more than 100 countries and investing heavily in new variety research. We are seeking a **Technical and Product Manager** to join our Irish Business – this is an exciting opportunity for to gain experience in a fast growing, dynamic and ambitious organization.

**The Technical and Product Manager will work with our Irish and international research teams to identify varieties and products that add value to Irish agriculture. The Manager will then play a leading role in the commercialisation of these varieties through close collaboration with our commercial and marketing teams and the greater industry.**

### **Key Objectives and Responsibilities of the Role:**

- Technical lead for our products – gains a full understanding of the products and how their use can be optimised in the market; Provide technical support to our commercial and marketing teams.
- Increase market awareness of our presence and products and enhance the image of the business as a technological leader in the industry - this will include an active and effective social media presence and developing strong relationships with key industry stake holders.
- Champion the introduction of new DLF products to the Irish market.
- Manage and extend our current on farm research programme – ensuring they deliver high quality, actionable research data and enhanced marketing opportunities.
- Lead proactively in the variety selection decision making process – taking account of variety performance, commercial and strategic considerations.

### **The successful candidate will need to demonstrate:**

- A high level of competence and experience in grass seeds or a similar field – including academic achievement and real-world commercial experience.
- Excellent communication skills with professional English language skills (verbal and written). This will include an ability to write technical or marketing documents to a high standard together with excellent IT skills.
- Experienced and comfortable in holding presentations and meetings to small or large audiences.
- A keen interest in the sector and an ability to stay abreast of new developments in an Irish and international context.
- Commercial awareness and a proven ability to build strong working relationships with farmers, consultants and other stakeholders. Strong and structured team player.

### **Qualifications and Skills**

Prospective candidates will be self-motivated and have excellent time management and organizational skills. Applicants should also understand farming systems and grass-based systems. We are seeking a strategic thinker capable of enhancing our strong image in the areas of breeding and sustainable farming systems. Bachelor's Degree in agricultural science or similar and a master's degree would be preferred.

Apply with full CV to [dstuart@dlfseeds.ie](mailto:dstuart@dlfseeds.ie) by Tuesday 7<sup>th</sup> January 2020.