



POSITION: Vietnam Agronomist, Technical Service & Sales

HOURS: As required. Will require some after-hours calls with team.

REPORTING TO: Country Manager, Vietnam

KEY RESPONSIBILITY AREAS:

1. Provide technical support to distributors, dealers, end users, and research partners to ensure optimal performance of the technology and ongoing sales.
2. Assist in managing agronomy products positioning and marketing plans based on understanding of cropping systems.
3. Support BiOWiSH[®] product sales for other product applications.
4. Assist in development of technical, training, and marketing tools to support segment sales.
5. Work with the BiOWiSH R&D team in the development of optimized formulas for Agronomy applications.
6. Contribute to increasing gross profit and achievement of Key Performance Indicators.

DUTIES AND RESPONSIBILITIES:

- Conduct field trials, evaluation, data collection and analysis. Write the trial reports and upload data into the data system.
- Effectively define and communicate advantages of BiOWiSH[®] products to key customers, distributors, industry bodies, and thought leaders.
- Coordinate and plan on-farm plots that demonstrate the value of BiOWiSH[®] to gain distribution partners and end users.
- Provide commercial product positioning and training for dealers to assist with their sales calls.
- Demonstrate the value proposition to local crop consultants to influence business with local growers.
- Collect, organize, and derive information from trial data to produce BWT best management practices and marketing materials in the designated region.
- Develop BiOWiSH[®] application protocols with effective agronomic recommendations to advance grower farm economics and support BiOWiSH[®] agronomy product sales.
- Provide technical support to BiOWiSH[®] distributors, dealers, and end users.
- Conduct agronomic training for dealers at dealer meetings, farmer meetings, and field days.
- Contribute to BiOWiSH initiatives as a member of the global team.
- Contribute to annual business planning as part of Agri-Business Team.
- Contribute to achieving segment revenue and margin targets in accordance with the business plan.
- Maintain intimate knowledge of the respective products, market, distribution channels, competitive landscape, and application areas.
- Liaise with relevant research institutions and analytical laboratories in the region.
- Any other duties as required by Country Manager, Vietnam.
- Uphold all company policies including Anti-Trust (and international equivalent) compliance and compliance with EH&S policies.

KNOWLEDGE, SKILLS AND ABILITIES REQUIRED:

- English fluency, ability to speak Vietnamese.
- Minimum 5 years agronomy industry experience.
- Working record in international company is preferred.
- Bachelor's degree in Agronomy and Certified Professional Agronomist is strongly preferred.
- Demonstrated ability to effectively train others on technical material.
- Experience in conducting field research trials is required.
- Possess strong analytical skills.
- Excellent communication and presentation skills.



- Ability to work as part of a team and contribute across the business.
- Ability to work unsupervised and show initiative as required.
- Time management and project management skills.
- Advanced computer skills – PowerPoint, Word, Excel, Outlook, CRM

WORKING CONDITIONS AND PHYSICAL EFFORT:

- Frequent traveling is required in this role.
- Work is performed in home office work environment and will also include on-site visits.
- Limited physical effort required.
- No or very limited exposure to physical risk.

LOCATION:

- Role will be based in Vietnam

TERM OF EMPLOYMENT:

- Contract.