

<https://jobs.eagmark.net/job/assistant-field-scientist/>

Description

[Syngenta Group](#) is one of the world's leading agriculture innovation companies, with roots going back more than 250 years. Its 48,000 people across more than 100 countries strive to transform agriculture through breakthrough products and technologies that play a vital role in enabling the food chain to feed the world safely, sustainably and with respect for our planet. Swiss headquartered and Chinese-owned, the Group draws strength from its four business units – [Syngenta Crop Protection](#) headquartered in Switzerland.

Our employees reflect the diversity of our customers, the markets where we operate and the communities which we serve. We invite you to help us shape the future of agriculture. At Syngenta, we believe every employee has a role to play in safely feeding the world and taking care of our planet.

Responsibilities

- Plan and deliver commercial trials to build deep understanding of Syngenta product offers and maximize the impact of product launches and the overall commercial portfolio on sales and market share.
- Develop training tools and materials to educate stakeholders on new solutions.
- Provide the technical leadership and co-ordination for internal and external demonstrations and product performance trials.
- To conduct and manage an agreed number of field trials through all stages from initial planning to completion of final report (including spraying, etc.)
- To effectively manage a multi-trial trials site on a commercial farm. Including site design, farmer liaison and compensation negotiations.
- Leverage understanding of leading producers' Key Buying Factors to efficiently sell on the value of Syngenta products and offers and drive market share gains.
- Crop expertise: Provide agronomic support, training and coaching to the sales force, key account managers, channel partners and grower customers and campaign team
- Solution and product launch maximization: identify potential solutions to address grower needs and support new product launches via participation in trials and training
- Claim opportunity support: resolve grower claims and create new opportunities
- Drive Market / Competitor knowledge gathering, gap identification and reporting.
- Manage and deliver close technical relationships with key Distributor accounts & influencers.
- Provide expert technical input for pre-launch, launch- defining technical campaign needs and prepare technical material.
- Develop product protocols and plans as defined by campaigns and company strategy and lead results interpretation.
- Co-ordinate product stewardship review via Sales and the Campaign teams.
- Take lead in delivery of GGP targets.

Qualifications

Assistant
Scientist

Field

Hiring organization

Syngenta Crop Protection

Employment Type

Full-time

Critical knowledge

- Hold critical internal and external crop expertise across a range of agronomic and market conditions
- Understanding of the role / value of technical information in a commercial environment.
- Knowledge of field trials techniques in all crop protection disciplines – replicated and demonstration trials – and of quality standards.
- In-depth crop, seed & product knowledge – labelled and actual use patterns

Critical experience

- In-field technical experience.
- In-field experience in a commercial environment.
- Some previous experience of field trials and interpretation of outcomes.
- Report writing
- Communication skills

Critical Leadership Capabilities

- Develops clear strategies
- Gains commitment of key reports and stakeholders in a compelling way
- Manages risk and is able to work with uncertainty
- Provides opportunities for learning, development and growth
- Coaches people to connect across functions and boundaries to spark innovation

Critical Technical and Professional Capabilities

- Delivers distinctive value proposition to customer
- Understands customer needs
- Excellent communication skills – written, verbal, presentation.
- University degree holder in Agriculture / Horticulture or any related field, a Masters degree is an added advantage
- Data interpretation – conversion from data to use advise / product and service support.
- Strong influencing skills.
- Analytical thinking

Additional Information

Critical success factors & key challenges

- High quality campaign plans delivered in full
- Excellence in technical launch and support
- High quality key crop solution demos planned, carried out
- Manage the design and delivery of field trials
- Establishment of Syngenta relationships with key Customers, Farmers and Value Chain technical influencers.

- Maintenance of, and belief in technical excellence across the CU.

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