

Sales manager for agriculture – UK

Are you passionate about agriculture and do you have a commercial background?
Are you ready to take on the challenge to help us establish our first international office in the UK? Then you might be our new colleague!

Nordic microbes A/S, formerly Bloomix, is a biotech company dedicated to green transition in agriculture. Our vision is a future where farming is profitable, productive, and good for our climate, environment, and health. To accomplish this, we develop, produce, and sell, microbial farm products, which contain carefully selected, natural, and beneficial microorganisms that enable farmers to grow more and healthier food with fewer emissions and chemical inputs.

As of 2024, our team counts 22 employees with different backgrounds. Our first product, SeedSpeed®, was launched in spring 2023, and we have several new products in the coming years.

The United Kingdom is a key market for us, and we have been developing products for this market since 2023. Nordic microbes, and our customers, are currently conducting field trials in the UK, and we are planning to commercialize our first UK product in 2025.

We are looking for a new colleague, who is interested in establishing contact with seed companies, distributors and farmers, turning them into customers, retaining them by providing great customer service, and ensuring they derive value from our products. You could either already be based in the UK or willing to relocate for a longer period. As our activities in the UK grow, we expect that the position will transition into a leadership role where you will build and lead our UK team and office. But it is important that you are willing to do the practical footwork initially and get sales and marketing running on your own without a local team.

The position will be based at a suitable office in the UK, the location of which has yet to be decided. You will collaborate closely with the Danish back-office and significant travel to, and stays in, DK must be expected. Travels within the UK to engage with farmers and seed companies is also expected. The candidate's point of reference will be the Chief commercial officer at the company's headquarters in DK.

Key Responsibilities

Launching products on the UK market, closing new accounts and driving sales through various activities.

Running tradeshow participation, marketing, advertising and public relations in the UK.

Act as a UK spokesperson for the company, giving speeches, presentations, and media interviews.

Ensure that our products are tested well in the UK and that they are supported by strong data on monetary value and environmental impact for our end-users.

Coordinate production and distribution of products to customers.

Support farmers, seed producers and distributors to ensure our products are implemented well and deliver value.

Engage with the Danish teams to provide input for the company's operations and overall strategy.

Build and lead our UK team and office.

Qualifications

The ideal candidate will have:

A commercial background with at least 5 years of experience.

Experience within the agricultural industry.

A proven ability to drive sales growth and engage directly with clients.

Strong leadership skills with the capacity to inspire and develop employees.

Excellent coordination and people skills.

Experience in managing marketing campaigns and organizing trade show exhibits.

As a person, you are helpful, open-minded and have a positive attitude. You must be a good multi-tasker, and it is important that you are a strong coordinator and can prioritise your time and tasks well. You are also passionate about sustainability and want to make a positive impact on the world.

Why choose Nordic Microbes?

You will join an innovative company that is a frontrunner in green transition in agriculture.

You will have the opportunity to shape and lead our UK office and team.

You will work in a company with flat leadership structure, where collaboration and co-decision making, is prioritised.

You will be employed on maximum 37 hours/week and have additional paid vacation.

We provide a competitive salary and a pension contribution.

You will have opportunities for professional growth and development.

Apply

To apply for the position, please submit your application to job@nordicmicrobes.dk by 15/1-2025.

Include the following:

Letter of application and a CV with references

A DiSC profile from a former employment or from
<https://professionalleadershipinstitute.com/disc-assessment/>

Other documents, if relevant

The position is full time, on-site at the UK office. The location is to be determined, but it will likely be a co-working space. The position is available as soon as possible, and no later than March 1st.

If you would like to know more about us, or the position, please view our website and contact

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