***Hazera is a global leader in the seed industry. Hazera brings expertise, commitment and support, combining decades of experience with state-of-the-art technology. Hazera breeds, develops, produces and markets varieties and seeds in a wide range of vegetable crops around the world. Hazera’s headquarters are situated in Israel and in The Netherlands, with subsidiaries in twelve countries and an extensive distribution network providing services in over 100 additional markets.***

Regional Commercial Director, Americas ***(Fulltime, based in the USA (Florida) or Netherlands (Brabant)***

 ***Department: Commercial Department***

***Subordinated to: Head of Global Sales***

The objective of this position is to Identify, initiate and lead Hazera's commercial activities in the North, Central and South America

**Roles & Responsibilities:**• Leading the regional commercial activities including by the local subsidiaries (currently two, USA and Mexico)
• Increasing sales turnover, profitability and market shares
• Improving sales processes and procedure, forecast accuracy, setting indicators and targets, implementation of methodologies and proper practices
• Managing and improving interfaces between the headquarters and subsidiaries
• Managing the interface between Sales and other functions like Marketing, Supply Chain, R&D, Human Resources
 **Profile:**

* Bachelor or master's degree in agricultural science or related field – an advantage
* Minimum of 10 years of experience in the seed or related industry, preferably in vegetable seeds
* Proven experience in working for global large and complex organizations
* Proven experience in managing sales of proprietary products
* Experience in managing teams, subsidiaries or an extensive dealers network
* Willingness to travel internationally
* Fluent in English, additional language desired – Spanish, Hebrew or Dutch - a significant advantage  **Personal skills:**

• Ability to deliver results and execute a sales plan

• Global organization perspective and cooperative with matrix interfaces

• Open minded, creative, flexible - Genuine interest to learn

• Team player

• Customer orientation - Internal / External

• Multicultural adaptability

• Leadership: build high performing teams based on trust, collaboration and diversity

• Business acumen• Develops and empower people

• Strategic Oversight and strategic planning

• Managerial courage, ability to lead change

Interested?

If you are enthusiastic to join a growing organization, please send us as soon as possible a letter of motivation and a detailed resume, preferably by e-mail or through the form on our website [www.hazera.com](http://www.hazera.com). Or sent an e-mail to Ann.Shavit@hazera.com