

## **Golden Harvest - GHX Specialist**

### **About Syngenta**

Syngenta is a global leader in agriculture; rooted in science and dedicated to bringing plant potential to life. Each of our 28,000 employees in more than 90 countries work together to solve one of humanity's most pressing challenges: growing more food with fewer resources. A diverse workforce and an inclusive workplace environment are enablers of our ambition to be the most collaborative and trusted team in agriculture. Our employees reflect the diversity of our customers, the markets where we operate and the communities which we serve. No matter what your position, you will have a vital role in safely feeding the world and taking care of our planet. Join us and help shape the future of agriculture.

At Syngenta, we are working to build the most collaborative and trusted team in agriculture that provides leading seeds innovations to enhance the prosperity of farmers. We are currently seeking a GHX Specialist to become a member of the Syngenta Golden Harvest Seeds team. As a GHX Specialist, you will have a deep understanding of customers' operations to deliver new insights, drive the customer's thinking in new and different ways and provide intense local knowledge and extreme agronomic expertise to address complex agricultural challenges.

You will enhance the prosperity of farmers by:

- Delivering a unique customer obsession experience through listening to farmers, exceeding their expectations, and aligning interests with the farmer's interest
- Conducting business in a modern way by delivering a differentiated selling experience
- Teaching farmers through challenging the status quo and by bringing expertise to build long-term trust
- Developing a profound understanding of customer needs and agriculture
- Customizing and delivering prescriptive field recommendations
- Providing access to the industry's broadest and most diverse portfolio of hybrids
- Being a strong contributing team member within the broader Seed Sales team

### **Accountabilities**

- Deliver plans and offers to target customers
- Create demand at the customer level, ensuring that the customer is knowledgeable about our products and has further interest in Syngenta solutions
- Act as a steward of the Syngenta portfolio by making recommendations and by managing concerns in the field as needed, in partnership with Agronomy
- Recommend product placement to achieve higher customer satisfaction
- Achieve sales, profit, and market share targets within territory and district

- Regularly collect and report market intelligence and relevant value chain insights
- Manage operational budget, variable selling expenses, and marketing funds within district guidelines.
- Develop your assigned territory through the addition of new farmers
- Accurate forecasting for customers within territory
- Develop territory-level business plan that identify specific opportunities, must-wins, and tactics to grow territory sales

## Requirements

- Bachelor of Arts or Bachelor of Science in Agriculture, or a degree in a non-Agriculture discipline, or commensurate work experience
- 2+ years' experience in a customer focus role with demonstrated sales and negotiation skills
- Visa sponsorship is not available for this position

## What We Offer:

- Full Benefit Package (Medical, Dental & Vision) that starts the same day you do
- Base Salary + commission potential
- 401k plan with company match, Profit Sharing & Retirement Savings Contribution
- Paid Vacation, 12 Paid Holidays, Maternity and Paternity Leave, Education Assistance, Wellness Programs, Corporate Discounts among others
- A culture that promotes work/life balance, celebrates diversity and offers numerous family-oriented events throughout the year

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Syngenta is an Equal Opportunity Employer and does not discriminate in recruitment, hiring, training, promotion or any other employment practices for reasons of race, color, religion, gender, national origin, age, sexual orientation, marital or veteran status, disability, or any other legally protected status.

Family and Medical Leave Act (FMLA)

(<http://www.dol.gov/whd/regs/compliance/posters/fmla.htm>)

Equal Employment Opportunity Commission's (EEOC)

([http://webapps.dol.gov/elaws/firststep/poster\\_direct.htm](http://webapps.dol.gov/elaws/firststep/poster_direct.htm))

Employee Polygraph Protection Act (EPPA)

(<http://www.dol.gov/whd/regs/compliance/posters/eppa.htm>)

