



Business Developer “Seed Treatment with Plasma Activated Water”

VitalFluid is a young dynamic company specialized in the field of Plasma Activated Water (PAW). PAW is a relatively new phenomenon and is produced only by making use of water, air and electricity. The properties of PAW can be used in agriculture, medical applications and water purification. VitalFluid focusses on the development and commercialization PAW technology for the treatment of seeds and for sustainable crop protection.

VitalFluid is looking for a business developer “Seed Treatment with Plasma Activated Water” to strengthen our team. Do you want to be at the center of upscaling, improvement and implementation of our green PAW technology? Combine your passion for business development and technology and join our team!

Location: Veldhoven

Tasks

- Represent our company and pitch our PAW technology at boardroom level.
- Focus is to generate new leads with the aim of creating more sales.
- Scheduling appointments, preparing and delivering product presentations to the clients, after thorough research of their businesses and requirements.
- Sales follow-up activities.
- Maintaining customer relationships and ensuring customer loyalty through excellent customer service.

Profile

- BSc/MSc in Agro Technology or comparable.
- Completed (certified) strategic sales education program or MBA considered a plus;
- Startup experience a plus/hands-on self-starter;
- Know-how and expertise in the seed industry with a focus on treatment of seeds, seed disinfection and seed priming is essential;
- Knowledge of R&D activities within seed companies;
- Understanding of plasma technology / high voltage technology is a plus.
- Knowledge of agrochemicals and their use in seed treatment and crop protection is welcome;
- Knowledge of and contacts within the seed industry in Netherlands and Europe.
- Network within marketing and sales and R&D departments of the seed companies.
- Understanding customers’ needs in the seed treatment industry with a focus on seed health.
- Knowledge of regulations and legislation of biocides and ppp (plant protection products) within the EU
- Experience in market introduction of newly developed products is preferred;
- Excellent (written and spoken) command of Dutch and English. Other languages a plus;
- Excellent social, communication and presentation skills;
- Proactive attitude, big drive and goal oriented;
- Take initiative; able to manage stress; convincing and driving, able to get people to deliver;

What we offer

VitalFluid offers an exciting opportunity to contribute to new sustainable technologies that will make our world better. We offer a competitive package of conditions, a good salary and a great company culture. You also can develop yourself along with our growing organization.

- A challenging function and an informal working setting;
- The opportunity to develop yourself and your competencies;
- Working on a game changing technology with a massive impact on sustainable agriculture.



Sounds interesting?

For more information, contact Paul Leenders (+31 (0)6 10 499 081). Would you prefer to apply directly? Send your CV and application letter to paul.leenders@vitalfluid.nl. You will receive a response within a few business days. Reference checking and a personal assessment may be part of the application procedure.