

## **Agriculture Risk Management Business Developer**

### **GEOSYS:**

GEOSYS is a world leader in supporting agricultural businesses with decision support tools that make use of the latest research in agronomics, information technologies and in particular remote sensing. Decision support tools range from worldwide risk management and supply monitoring of Ag commodities to field operations decision support to help make precision farming decisions. GEOSYS also develops customized business solutions dedicated to international agricultural companies.

To access to customers, globally, GEOSYS has sales and marketing in North America (Plymouth, MN, USA), Europe (Lausanne, Switzerland, and Krasnodar, Russia), Australia (Melbourne) and Brazil (Campinas, SP). Technical teams are mainly in Toulouse, France.

GEOSYS joined the Land O'Lakes group in 2013, which gives unique opportunity to be leveraged in North America and other markets.

GEOSYS has ambitious growth plan to be realized within the next 3 years globally.

### **Main Job Tasks and Responsibilities:**

As the Agriculture Risk Management Business Developer, you will be responsible and accountable for maximizing the sales of the company's products and services in the Risk Management markets: Insurance and Finance. You will also be responsible for initiating and building strategic partnerships as fits the strategy for development and growth of the business. The Agriculture Risk Management Business Developer reports to the Sales and Marketing Global Director. The Agriculture Risk Management Business Developer will work with all coworkers in a professional manner as he/she carries out their responsibilities.

- Grow Revenue of the Risk Management Business Unit.
- Develop, for approval by the Global Sales and Marketing Director, the strategies and action plans to achieve sales and profitability goals for the BU. This will include revenue from existing products and services as well as development of offers based on GEOSYS skills and capabilities.
- Execute and achieve goals established to achieve approved strategies. This involves sales management processes and regular performance reviews to determine if current actions will achieve goals established.
- Initiate sales with new partners/customers at strategic levels in target countries. Follow up with local sales teams for local contacts. Maintain relationships at strategic or higher management level to understand future direction or strategies of customers and/or partners.
- Maintain reporting of immediate and urgent items for Sales consideration as well as regular reports of key performances indicators. This position will also work with and report needed information to respective product line managers and to Key Accounts manager to ensure global strategy consistency.
- Provide feedback to product line managers and Key Accounts manager about future trends and needs in product development in order to grow sales in target segments or enter new target segments.
- Work with and communicate with all customers and co-workers in a professional and courteous manner in an expeditious manner.
- Work with others on the global team in order to achieve company operating objectives. This position will assist when needed to help achieve company goals, even if not their specific area of responsibility.

### **Education and Experience:**

- Proven experience in selling innovative services and/or technology to Risk Management related actors in North America or in Europe.
- Outstanding interpersonal communication skills as this position is working across geographical and cultural areas and with both high and medium levels of management.
- Highly developed supervisory and management skills to include decision making, addressing performance issues, and accepting accountability of company operating objectives
- Excellent organizational skills. Position requires being involved in and handling multiple areas at once. Coordinate activities with respect to final deadlines agreed upon.
- Computer system experience with the Internet and Microsoft Office Suite
- Willing to understand and support change, as it relates to processes, structure and business modeling
- Positive attitude and well-groomed professional appearance
- Excellent time management skills
- Must be a self-starter, fast-moving, creative thinker and problem solver
- Must be able to adapt to changing priorities and meet multiple deadlines
- Maintain current/up to date knowledge of risk management markets
- Experience in Risk management business Insurance, reinsurance and banking
- Experience in intercultural environment, having worked internationally a plus
- Recent MBA a plus
- Strong experience in Insurance Product design or Risk coverage or Actuarial work a plus
- French speaking a plus.

### **Conditions:**

Based in Plymouth, Minnesota or Morges, Switzerland

### **Apply:**

Please send Resume and Cover letter to [careers@geosys.com](mailto:careers@geosys.com)