

Business Development Manager AgTech sector

Job Opportunity: Business Developer – AgTech Sector

Location: Belgium (with travel across Europe, up to 30%)

Employment Type: Full-time

ABC Recruitment is seeking a **highly motivated Business Developer** for an innovative and fast-growing client in the AgTech industry. Do you want to help drive sustainable agricultural solutions and create global impact? This is your chance to join a dynamic team focused on growth, market adoption, and profitability.

Responsibilities

Market Research & Analysis

- Conduct in-depth research to identify emerging trends, market gaps, and business opportunities.
- Identify potential customers and research their business and equipment needs.
- Analyze market data and competitor activity to support strategic decisions.

New Business Development

- Identify, prioritize, and pursue new business opportunities, including partnerships and collaborations.
- Build and maintain relationships with key stakeholders: farmers, distributors, industry associations, and government bodies.

Strategic Partnerships

- Develop and manage strategic partnerships with technology providers, research institutions, and industry players.



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- Negotiate agreements that align with business objectives and deliver mutual value.

Sales & Revenue Growth

- Drive sales through proactive lead generation, prospecting, and presenting tailored solutions to clients.
- Develop customized offerings that meet the specific challenges of target customers.

Market Expansion

- Identify opportunities for geographical expansion and develop entry strategies for new markets.
- Build presence through partnerships, distributors, and direct sales efforts.

Reporting & Analysis

- Track and report on key performance metrics such as sales targets, pipeline status, and ROI from partnerships.
- Use data analytics to assess the success of business development efforts and identify improvements.

Qualifications

- Proven track record in business development, sales, or similar roles in the AgTech sector.
- Strong understanding of agricultural practices, technologies, and market dynamics.
- Excellent communication, negotiation, and relationship-building skills.
- Strategic mindset with the ability to identify and leverage market opportunities.
- Results-driven and focused on achieving revenue growth targets.



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- Comfortable working both independently and as part of a fast-paced, entrepreneurial team.
- Fluent in English; additional languages (Spanish, German, Italian, French) are a plus.
- Proficient in MS Office and CRM tools.
- Willingness to travel within Europe (up to 30%).
- Valid driver's license (Category B).

Benefits

- Competitive salary package including company car, fuel card, and performance-based incentives.
- Flexible working hours and remote work possibilities.
- Opportunities for professional development and career growth.
- Dynamic and inclusive work environment focused on innovation and collaboration.

Apply Now!

Ready to help transform the future of agriculture? Submit your resume to

info@abc-recruitment.be and take the next step in your career!