

COLOUR THE WORLD and join our team



PanAmerican Seed is an international company specialized in the breeding, production, sales and marketing of innovative products. PanAmerican is part of the Ball Horticultural Group, a family-run business based in West Chicago, IL, U.S.A. With an international team of motivated people we breed, produce and sell our plant varieties to the satisfaction of growers and consumers around the world.

Are you passionate about building relationships, skilled in sales, and enthusiastic about the horticultural industry? Then we'd love to hear from you!

Area Manager (fulltime)

Your position

At PanAmerican Seed, we are committed to achieving profitable growth together with our partners and distributors. We believe in close collaboration and providing outstanding support – this is where you come in.

As Area Manager, you will be responsible for a dedicated group of distributors. By leveraging your analytical skills and strategic mindset, you will identify opportunities within the market and help our partners grow their businesses, driving our mutual success.

You will use your network and the unique strengths of PanAmerican Seed to expand our presence in the grower community. Your efforts will include developing targeted sales plans and cultivating relationships that lead to long-term market development.

You will report to the European Sales Manager and work closely with Product Managers, Marketing and Technical Sales Specialist to develop and execute growth plans.

Your responsibilities

- Analyze and identify market requirements and growth opportunities
- Develop and implement sales and distribution plans
- Define and coordinate actions across sales, marketing, samples, and trials
- Build and expand a strong network of growers in your region

Our ideal candidate

- Has at least 5 years of experience in a similar role
- Brings strong industry knowledge
- Is open to traveling approximately 15–20% of the time
- Speaks fluent English; German is a plus



Employee benefits

We offer you a challenging role with significant responsibility in an international and dynamic organization that continues to grow and inspire. Our remuneration package is based on the CAO Tuinzaadbedrijven and includes a competitive salary and excellent working conditions. You will be provided with a company car, laptop, and mobile phone.

Interested?

For more information, please contact Jeroen Star, Sales Manager Europe at + 31 653 47 59 12 or visit our website www.panamseed.com

How to apply

If you are excited about this opportunity, please send your application by email to Roos Mantel, HR Business Partner, at hr@panamseed.com.

panamseed.com/jobs