

Head of Global Insecticides

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Company: ADAMA

Location: Tel Aviv

Category: other-general

Head of Global Insecticides

The job in short

The Global Head of Insecticides at ADAMA drives and leads the development and execution of the Insecticides portfolio strategy of ADAMA, ensuring it drives sustainable, profitable, long-term growth of ADAMA, and optimizing value across geographies and Crop Strategic Segments (plus other relevant target crops). They are responsible for all strategic and commercial aspects of the Insecticides portfolio, from ideation to commercialization and phasing-out, encompassing the entire life cycle of products and molecules.

The position reports to the VP of Global Marketing and Product Strategy and is a member of the GMLT – Global Marketing and Product Strategy Leadership Team and the EMF – Extended Marketing Forum.

Ideal location for the position is the ADAMA headquarters in Airport City, Israel (Hybrid).

Other locations within the CET and GMT timezones will be considered on a case by case basis.

Key responsibilities

Shape and continuously evolve the sustainable future of ADAMA Insecticides portfolio

, in target crops, geographies, and adjacent businesses, foreseeing a horizon of the next 10 years.

Track and **effectively interpret and anticipate, the impact of Industry changes**– regulatory, technology adoption, competition, agriculture commodities – in support of the above.

Actively direct Sector contribution for **both the current Workplan and the Five-Year Plan** .

Drive and influence projects, providing clear direction, and consultation, to all relevant functions, ensuring **new projects meet timelines and objectives**(cost, price, volume).

Ensure commercial product launch targets are met by driving creation of robust product launch plans through collaboration of their teams with the other marketing functions, IDR, Global Operations, and countries, being a stakeholder of One Plan product launches.

Address commercial aspects of Sector portfolio throughout the product lifecycle – from ideation to launch, Commercialization, and Phase-out.

Represent ADAMA in key 3rd party negotiations, supporting Head of Third-Party Relations to develop and enhance strategies, securing commercial agreements.

Key member of **cross functional committees** such as the **Offering Committee** and **Sourcing Committee** , providing proactive contribution to the preparation, being responsible for the presentation of projects and offering actionable input to the respective discussions that influence decisions, thereby ensuring alignment with the Sector portfolio strategy of ADAMA.

Represent Insecticides Portfolio Strategy in the S&OP process, ensuring connectivity and alignment between strategy and the day-to-day business of sales, operations, and market forecasts.

As member of Global Marketing Leadership Team (GMLT) and Extended Marketing Forum (EMF), represent Product Strategy in **shaping the Global Marketing and Product Strategy** priorities and activities.

Lead cross sector initiatives and processes to **integrate, and harmonize PS with other functions**, developing effective and efficient ways of working, ensuring functional alignment to a common business strategy (e.g. 5YP, Forecasting, Launch, Business Case Methodology, etc.).

Lead the Insecticides portfolio team composed of product strategy managers, ensuring ADAMA meets its business targets, working harmoniously across sectors, providing coaching, offering development opportunities to their direct reports and ensuring continuity to the team.

Partner with the People Business Partner to ensure people growth and development plans are in place, as well as a succession bench, through building individual development plans and identifying internal and external talent.

What you'll love about the job

In a fast paced and dynamic environment, you will be empowered to take quick decisions that have a direct impact on the business, both in the short and longer term. On a frequent basis, you will have open and clear access to all levels of management providing you significant exposure and strong opportunities to influence, developing yourself and your team.

What you bring with you

Relevant Academic degree (plant protection / agronomy)

MBA – advantage

At least 15 years of industry experience in relevant roles and multiple geographies.

Combination of experience with RBCs and Generics – preferred

Proven experience in a multicultural environment and in managing a globally dispersed team (over 5 years)

Broad organizational perspective.

Ability to thrive in large, complex organizations: influence and lead effectively across the matrix, manage well competing resources and dynamic priorities, deal positively with ambiguity, manage uncertainties evaluating risks and rewards.

Ability and willingness to travel 30-50% of the time

Strong drive for execution, combined with strategic thinking and strong analytical, financial skills and planning abilities.

Fluent English is a must. Fluency in other languages - a plus.

**** only English CVs will be processed ****

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