

Internship | Sant'Agata Bolognese (Bologna) – Italy

Nunhems Italy _ BASF Vegetable Seeds is searching for

Consumer and Customer Internship Italy

What you can expect

As Consumer and Customer Internship you will support the CCC (Consumer & Customer) department to develop trustful customer relationships and to be the preferred partner in the vegetable value chain for the co-creation and implementation of customer- and consumer- focused concepts with the intention to develop our customers' business to the next level. The customers targeted are very complex customers in the downstream part of the value chain, e.g. retailers, foodservice companies, processors, integrated growers and cooperatives. The Consumer and Customer Internship help to develop a deep understanding of all the different needs of all the different departments at the customer (the agronomical department, the product development department, the marketing department, the category managers, the purchase department, etc.). The CCC Internship will penetrate the whole, networked, organization.

- You will work with the CCM (Consumer Customer Manager) to build long-lasting trustful relationships with selected customers in order to be able to develop a thorough understanding of all the different customers' needs, requirements and objectives in order to improve the customer experience. Customers are predominantly indirect customers.
- You will work with the CCM to obtain BASF VS' mission to be the preferred partner in the vegetable value chain by developing, managing and reaching trustful relationships with key business executives at all levels in the customer's organization through demonstrating our thorough knowledge regarding trends in the industry, trends at the consumer level, challenges, needs and opportunities of the customers and match those with solutions in our existing or future portfolio and adapting those to the customers' environment
- You will collaborate with the customers and ultimately co-create added value concepts and best-performing consumer-oriented vegetable solutions through joining forces in multi-disciplinary customer teams consisting of internal cross-functional experts, key stakeholders at the customer and where needed external experts and develop mutual business solutions based on jointly identified opportunities
- You will be part of BASF VS Customer Teams to reach the objectives (sales, projects, negotiations, strategies and actions) short, medium and long term at the selected customers by steering, motivating and following up on the activities of the customer team
- You will develop and implement (trade)marketing activities with customers and partners to generate sales of produce that will induce seed sales of Nunhems varieties by bringing internal and external expertise to the table.
- You will work on innovative concepts by maintaining a strong link and support to the cropteams
- You will contribute to building the image of being the preferred partner by ensuring visibility and active knowledge sharing internal and external by being the face of BASF Vegetable Seeds at the customers and in the relevant industry environment (meetings, events, exhibitions, etc.) of the downstream vegetable value chain

What we expect

- Min Degree or Master/MBA in (trade) marketing better if related to agri-food industry
- Passion and curiosity for the food business
- Excellent team player who can spark the enthusiasm in the company and with the customers to go beyond known territories, entrepreneurial spirit and willing to take on challenges
- You have skills in planning and prioritizing work to meet commitments aligned with organizational goals
- You have strong communication ability to pro-actively reach out to all possible stakeholders in- ad external

What we offer

- Training on the job working in a dynamic, changing and demanding environment
- Contacts in- and outside own organization and in the value chain
- Ability to grow with company's aspirations
- Support in managing multiple account and projects at the same time
- Internship contract with allowance and reimbursement of expenses

What BASF offers you

At BASF you have the opportunity to be part of a culture where we value the passion of our employees to innovate and give them the power to change. BASF employees benefit from good employment conditions.

About BASF Vegetable Seeds

With over 1,200 seed varieties in ~25 vegetable crops, Nunhems is a world-renowned brand in the hybrid seed industry. Our breeding programs are able to deliver innovative products which in turn help improve our customers' business growth and profitability. We serve the vegetable produce industry and supply chain worldwide and are among the world's four leading vegetable seed companies. But what sets us apart is that we focus as much on customers as on seeds.

BASF was the first company in vegetable seeds to replace country organizations by Crop Teams. Focusing on a single crop, these groups of experts are responsible for bringing together the company's global resources for the benefit of local growers.

Interested in this job?

Send your CV and motivation letter to Tatiana Pancaldi (tatiana.pancaldi@basf.com) +39 340 0037033. Please apply before **Friday October 22th**.

Personal data

When processing your personal data during the applicant's procedure, Nunhems Netherlands BV adheres to the applicable law and regulations, amongst others the General Data Protection Regulation ("GDPR"). For more information about the processing of your data and your rights, we would refer you to our privacy notice for applicants on our website www.nunhems.com.