# **SePRO Ag**

**JOB DESCRIPTION**

# Job Title: *Technical Development Manager*

Department Name: Research and Development

Supervisor: Senior Technical Development Manager

## JOB SUMMARY

SePRO Corporation is dedicated to discovering and developing sustainable solutions. Founded in 1994, our mission is to provide plant protection and plant management products and services that fit specialized market needs. We acquire, develop, manufacture, and market value-added products and services that satisfy the unique needs of our customers. SePRO Ag, a business unit of SePRO Corporation, is poised for growth in the specialty agriculture markets through continued research both internally and with key development partners.

The *Technical Development Manager* is primarily responsible for research and development of agriculture, turfgrass, and ornamental products and product concepts at the SePRO Research and Technology Campus in Whitakers, North Carolina, as well as providing technical support for the SePRO Ag portfolio in the southeastern US.

## RESPONSIBILITIES

1. **Conduct greenhouse and field research at the SePRO Research and Technology Campus in Whitakers, North Carolina to support and expand the SePRO Ag and SePRO turfgrass and ornamental product portfolios.** This includes leading an internal research program focused on addressing technical questions, evaluating new technologies, and supporting label expansions. Interaction and collaboration with other Technical Development Managers is expected to develop research protocols, review data, and generate new product concepts.
2. **Provide technical support for the SePRO Ag portfolio in the southeastern United States.** In-person and virtual interaction is expected with sales specialists, key business partners, retailers, and end-users to support and represent the technical features of the SePRO Ag portfolio. Report generation and technical bulletin development are expected to document results and expand market opportunities.
3. **Direct research planning and implementation with university scientists and private contract cooperators in the southeast.** This position will provide leadership in planning and coordinating external trials with research cooperators in the southeast. This includes prioritizing research opportunities and protocol development. This position will also be responsible for the technical presence at professional and trade meetings.

**Education and Experience**

* PhD (preferred) or MS (required) in Weed Science, Entomology, Plant Pathology, Agronomy, Turfgrass Science, Horticulture, or other closely related fields
* 3+ years of experience in applied research and data collection, analysis, and summarization
* Experience with plant protection products for agronomic and/or horticultural crops is required
* Excellent presentation and communication skills and the ability to positively interact with a variety of customers and stakeholders, including retailers/distributors, growers, applicators, consultants, and internal sales, marketing, and R&D colleagues
* Ability to travel on a regular basis to visit research cooperators/collaborators, provide technical support to sales colleagues, and represent SePRO and SePRO Ag at customer events and professional meetings
* Proficiency with computer software including Excel, Word, PowerPoint, SharePoint, Teams, SigmaPlot, ARM, and other research and data management programs
* Excellent driving record

**Requisite Skills**

* High degree of self-initiative and drive
* Excellent critical thinking skills and an understanding of the scientific method
* Ability to learn quickly and complete projects with a high degree of accuracy
* Ability to take direction, ask clarifying questions, and provide efficient/effective results
* Professional demeanor and attitude
* Strong written and verbal communication skills
* Excellent internal and external customer service skills

SePRO Corporation provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, genetics, protected veteran status, sexual orientation, gender identity or expression, or any other characteristic protected by federal, state or local laws. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.