



About Us:

Valent BioSciences LLC is a worldwide leader in the research, development, manufacturing, and commercialization of biorational products for the agriculture, public health, and forestry markets. We have more than 60 years of experience bringing biorational products to market, and our products are used in sustainable operations in 95 countries around the world. Biorational products maximize plant quality, productivity, and sustainability.

As a wholly owned subsidiary of Sumitomo Chemical, Valent BioSciences LLC operates with the Sumitomo Spirit mindset, which means to benefit both self and others, recognizing that private and public interests are one and the same. It's about contributing to society, as well as making a profit.

Description of Job:

A field-based position located on the East Coast, US that supports the global research and development of Public Health Products for Valent BioSciences (VBC). Responsible for Field R&D activities in the Americas with special focus in the US (includes mosquito, black fly and select forest health projects), including the identification of new market and product opportunities, planning and conducting field research with VBC experimental materials and products, interpreting and reporting research data, and providing technical expertise to management, sales & marketing. Works directly at the local level with representatives of government agencies, non-government organizations (NGOs), universities, multilateral funding institutions and international donor organizations to establish technical fits for VBC products in health programs and projects.

Principal Responsibilities:

- Assist Global Business Management with planning of Field R&D programs, definition of work plan objectives, experimental design, and execution of work plans.
- Organize, initiate, and complete field trials, both personally, and through contracted work with various types of cooperators, including private cooperators, university and government agencies, and consultants; manage expense and outside grants budgets within annual targets; develop strong working relationships with cooperators and relevant external influencers.
- Manage special R&D projects in selected regions of the Americas.
- Report trial outcomes via timely written monthly reports, and through presentations at mid- and year-end Global R&D Meetings.
- Communicate clear and concise recommendations concerning VBC strategic direction, synthesizing information across multiple field trials and/or development programs.
- Transfer technology for VBC products and applications to affiliated Sumitomo Chemical Company marketing/sales organizations through field training and demonstration programs, oral and written presentations as needed; assist in the creation of promotional materials with VBC Marketing.
- Assist with writing product labels, official trial reports, and other product registration activities.
- Identify and assess strategic growth opportunities through personal knowledge/experience, employing regional market expertise.
- Anticipate and analyze new business opportunities in coordination with SCC affiliates and channel partners to drive sales growth.
- Act as technical representative to customers for Public Health products.
- Represent VBC at academic conferences and industry trade shows.
- Assure all required clearances for importation of experimental samples and trial execution are granted and all experimental permits are obtained.
- Works independently for the majority of the responsibilities. Supervision is periodic.

**Experience:**

- A minimum of 5 years' experience in technical, field-based work.
- Excellent writing and presentation skills.
- Knowledge of typical statistical procedures & experimental design.
- Computer competencies to include word processing, document handling (Acrobat), spreadsheet, statistical and presentation software within a Windows environment.
- Skilled in the use of application equipment commonly used in field trials.

Education: Bachelor's degree: PhD or MS preferred

Travel: 50-75% based on seasonal needs (some international travel required)

Location: East Coast (North Carolina, South Carolina, Virginia, Georgia, Maryland), remote.

What We Offer:

You'll enjoy competitive compensation, consisting of base pay plus an incentive program available to all full-time employees, and a comprehensive benefits package including high-quality healthcare options, 401k matching, life and disability insurance, generous time off (with time off to volunteer) and much more! Additionally, we offer several Flexible Work Arrangements to support a healthy work-life balance.

We work together to power our sustainable future. Here's what drives us: Valent BioSciences, LLC has a strong commitment to both sustainability and corporate social responsibility (CSR). In fact, being a responsible corporate citizen has been ingrained in our culture since the company's founding. Today, it remains at the forefront of everything we do.

- Valent BioSciences LLC is an Equal Opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, sexual orientation and/or identity, national origin, citizenship, immigration status, disabilities, or protected veteran