Product Development Manager – Insecticides
ISK Biosciences Corporation

ISK Biosciences Corporation (IBA) is a subsidiary of Ishihara Sangyo Kaisha (ISK), Ltd., a company with a long history of discovery and development of new agrochemicals based in Osaka, Japan. IBA is responsible for the development and registration of all ISK crop protection products in North and Central America as well as in Colombia, Ecuador, and Peru.

IBA is seeking an Insecticide Development Manager, based in Northeast Ohio, to oversee all aspects of field development for ISK’s insecticide portfolio in the United State and Canada.

Description of duties
The primary responsibilities of the Insecticide Field Development Manager are to:
• Manage all aspects of insecticide field development while developing and communicating competitive positioning for each active ingredient across all markets.
• Prioritize and define insecticide development needs for new active ingredients and branded products.
• Utilize general knowledge of North American agriculture to identify and develop new market opportunities for existing products.
• Create single and multi-year plans and budgets for all insecticide development projects.
• Communicate with ISK Biosciences Headquarters to review project plans and protocols.
• Become the technical expert of ISK insecticide portfolio, and work with partner companies to assure common understanding of product performance and positioning in the market.
• Work with business partners to develop and implement label expansions and grant-in-aid plans (visibility programs) to ensure that they are aligned with internal objectives.
• Establish and maintain relationships with a large number of cooperators at contract research organizations as well as with university and government scientists.
• Obtain field trial reports and prepare summaries to share with IBA Management and ISK Biosciences Headquarters.

Additional Responsibilities
• Provide the regulatory group with the use patterns and rates necessary for the development and implementation of field residue studies.
• Create field efficacy analyses and value statements for EPA and PMRA label submissions.
• Author relevant label contents for new active ingredients and label expansion projects.
• Represent IBA at professional meetings (e.g. ESA, NAICC, IR4 Minor Use, and PMC Minor Use) and on relevant professional committees.
• Provide support to Latin American team as requested, which may include travel.
• Act as GLP study director if needed.

Qualifications
- Ph.D. in Entomology; Master’s degree considered with at least 3 years of relevant experience
- Proficient in Microsoft Office, with frequent use of PowerPoint and Excel.
- Possess additional computer skills related to the organization and analysis of data, familiarity with ARM software a plus.
- Excellent communication skills with the ability to effectively communicate complex information and influence diverse audiences through written and verbal presentations
- Strong interpersonal skill with a focus on team-based collaboration
- Ability to be flexible, make decisions and solve problems while exhibiting good judgment
- Capacity to prioritize projects, workload and tasks
- Ability and willingness to travel, including international
- Ability to speak and/or comprehend Spanish is a plus.
- Candidates must be legally eligible to work in the United States

**Location:** Concord, Ohio.
Concord is located approximately 25 minutes east of Cleveland. ISK is located on Auburn road, just off of I-90. Surrounding cities include Mentor, Painesville and Chardon.

**Salary:** To be determined based on experience.

**Timing:** Position available immediately
Continuous review of application beginning May 1, 2021
Position to remain open until filled.

**Benefits:** ISK offers a comprehensive benefits package including Medical, Dental, 401K, and Life Insurance.
Domestic relocation assistance is available with this position.

**Contact for additional information**
Beth Kase
Manager of Human Resources
KaseB@iskamericas.com

**Application procedure**
Submit cover letter and resume to:
Beth Kase,
Manager of Human Resources:
KaseB@iskamericas.com

**Employment Type**
Full-time