



## Field Station Development Representative

Location CA-Saskatchewan

**Job ID** 2018-8719

**# Positions** 1

**Category** Research & Development

**Type** Full Time

**HR Rep** Kristie Matevish

**Hiring Manager** Jeffrey Meredith

**Recruiter** Erica Levenson

**Relocation Eligible** Yes

**Domestic Travel Required** Yes

**Int'l Travel required** Yes

**Company Vehicle** Yes

**Working from Home Office** Yes

**Works with Chemicals** Yes

### Business/Function Overview

The Field Station Development Representative (FSDR) manages and implements a field testing program primarily at an FMC research farm. The FSDR is actively involved in a broad range of work activities, spanning early-stage lead optimization and venture qualification research, commercial product development, sales support demonstrations and providing technical information for commercial products. The FSDR reports to NA Product Development Director.

This position is based at our Hanley Field Station in Saskatchewan Canada (South of Saskatoon)

### Responsibilities

- Conduct high confidence field tests of crop protection chemicals for biological efficacy and crop safety for discovery candidates and commercialization projects
- Collect field research data and enter in corporate database in a timely manner. Responsible for the data quality for all development trials conducted or managed.
- Summarize and communicate results and recommendations to FMC project teams
- Facilitate strong working relationship with Product Development Managers and Technical Sales Managers
- Ensure that all activities meet local, provincial, and Federal regulations and laws, including safe storage, shipping, handling and application of PMRA-approved and experimental agricultural products
- Work closely with local Tech Sales Managers to build strong team relationships with key university research specialists and other industry influencers.
- Work with Technical Sales Managers to ensure they are well educated regarding development projects and prepared to superbly execute technical strategies for support of product launch and assist with plot tours at the farm for internal and external audiences
- Represent FMC at industry events such as media summits, trade shows and regional and national scientific gatherings.
- Maintain strong technical knowledge of commercial, new chemistries & other technology impacting the business

- Supervise interns that assist with the operation of the farm and field research
- Maintain or arrange service of all tractors, machinery and equipment on the station
- Help identify and recruit potential new employees for sales, technical sales and product development positions
- Help train and mentor new employees
- Develop action plans and budgets that meet technical and operational objectives while managing time and priorities in an independent work environment
- Provide input and participate with marketing, sales and tech sales as needed on market intelligence and business opportunities in local territory

#### **Required Education**

- BS or MS in Weed Science, Agronomy, Plant Physiology, Entomology or other agricultural/related science or equivalent experience. If BS, candidate will need to be actively planning to pursue an MS degree while employed with FMC.
- PhD preferred

#### **Qualifications**

- 2+ years' experience in discovery, development and commercialization of agricultural products or 5+ years in production agriculture
- Working knowledge of weed, disease and insect biology and appropriate field testing procedures with a high level of technical competency in one or more of these disciplines
- Knowledge of agricultural cropping systems, pests, practices and products and basic farm machinery operation skills
- Experience in field plot technique and statistical analysis of data
- Provincial pesticide application license as required.
- Proficient in ARM and/or FieldPro
- Strong organizational and attention to detail skills
- Ability to get results by delivering on commitments and implementing plans and programs
- Capable of designing protocols and research projects
- Excellent speaking, writing, and computer skills
- Ability to manage time and priorities in an independent work environment
- Strong interpersonal skills with a focus on teamwork and collaborative cooperation
- Ability to communicate to a wide variety of internal and external audiences in a way that promotes understanding and builds relationships
- Commitment to safe driving practices, chemical handling and use of equipment
- Commitment to continually increase breadth and level of scientific knowledge within key agricultural/biological science disciplines

#### **EEO Statement**

At FMC, diversity and inclusion are in our DNA. We are proud to be an Equal Opportunity Employer with a commitment to creating an inclusive workplace where all employees can thrive – regardless of race, gender, sex, pregnancy, gender identity and/or expression, sexual orientation, national origin or ancestry, citizenship status, color, age, religion or religious creed, physical or mental disability, medical condition, genetic information, marital status, military or veteran status, or any other basis protected by federal, state or local law. FMC also supports employee participation in company employee resource groups that celebrate the diverse backgrounds of our workforce by providing communities for employees to connect with each other and raise awareness throughout FMC.