



## **Product Manager - Canada**

### **Company Overview**

FMC Corporation is a leading specialty company focused on agricultural technologies. FMC provides innovative and cost-effective solutions to enhance crop yield and quality by controlling a broad spectrum of insects, weeds and disease, as well as in non-agricultural markets for pest control.

FMC is a globally diverse organization that offers its employees exciting opportunities to work on challenging projects that are important to the achievement of our strategic objectives. Your education and professional experience are valued and put to use from day one. Your success at completing key initiatives can result in a varied, progressive and fulfilling career with FMC.

With a corporate culture of innovation, integrity, responsibility and customer intimacy, we foster “The Right Chemistry” in everything we do. We are looking for people to join us in creating, developing, and improving our products, our processes, and our markets. If you are ready to make a difference every day, FMC is ready to talk to you.

### **Overview**

FMC, a leading supplier of crop protection products and winner of the 2018 Agrow Award for Best R&D Pipeline, is currently recruiting for a Product Manager to support the FMC Agricultural Solutions business in Canada. This position can be home-based in western Canada or located in FMC’s Mississauga, ON office.

The Product Manager is an integral member of the Western Canadian Management Team reporting to the Marketing Manager and is responsible for the development and execution of FMC’s short and medium-term marketing strategies. The role has responsibility for the pulse & oilseed crop market segment, with specific asset responsibility for extended weed control herbicide and fungicide products.

### **Responsibilities**

- Identify and evaluate strategic growth opportunities for assigned assets and market segments in alignment with the business strategy, recommending the path forward and providing NAC with implementation plans and coordination necessary to execute.
- Lead planning to achieve annual budget objectives for assigned products and assets in tandem with management, development, technical service, sales, and supply chain
- Oversee annual marketing implementation, contributing as a member of the team in accomplishing Sales, Profit on Sales, EBIT and risk management objectives for assigned products.
- Supply agreed-upon marketing tools necessary for superb execution of Operating Plans, i.e. pricing & programs, promotions and product forecasting.
- Provide Marketing Manager with marketing support to evaluate and recommend new business opportunities such as new product concepts, co-marketing opportunities, geographic expansion, etc.



- Participate in demand planning, utilizing market input to provide accurate business outlook.
- Provide Sales and Finance functions with direction and guidance on administration of marketing programs for assigned products, ensuring adequate review process and accrual evaluation prior to implementation.
- Provide training support for field sales teams and customers as appropriate.
- Function as the product steward for his/her assigned products
- Travel approximately 20% depending on time of the year, primarily domestic within Canada

### **Required Education**

- BS Agriculture, Business or related field

### **Qualifications**

- 3-5 years sales/marketing experience
- 5-8 years experience in the agricultural crop industry preferred
- Working knowledge of marketing process through training and experience, with emphasis in the development of business plans and communications
- Knowledge of the Agricultural Market as it relates to market dynamics
- Ability to balance issues and reach an appropriate decision through the use of sound judgment
- Ability to drive decisions and bring conclusion to issues
- Ability to think and work in integrated teams ((research (discovery and development), global planning, resourcing, manufacturing and marketing)) to determine future trends and market opportunities
- Financial/analytical skills
- Above average spreadsheet and presentation software skills
- Strong interpersonal, collaboration and organizational skills

### **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.