POSITION:
Senior Implementation Scientist/Engineer, Agronomist and Crop Science

BiOWiSH Technologies, Inc. is looking for a highly motivated individual to fill a challenging and exciting new position in Agronomy and Crop Science, as a Senior Implementation Scientist/Engineer. In this position, the candidate will be responsible for developing, assessing and implementing methods using microbial technologies for improving crop production, vigor and disease resistance. The work would transition technology from Research and Development to Commercialization through validation testing and interfacing between R&D and our commercial teams. Overall responsibilities would include developing protocols, implementing field applications, developing customer user guides, and providing technical support to both Customers and Distributors to increase Sales of BiOWiSH Agronomy and Crop products. The candidate will also provide overall technical support for BiOWiSH’s growing global Agronomy and Crop business segment in crop production and biocontrol.

The candidate will be required to develop and construct detailed experimental analysis and field trial protocols for product applications and sales support based on experimental data. Using this information, the candidate will also be responsible for providing international technical support and training to distributors, dealers and end users. The candidate will conduct new product validation testing supporting BiOWiSH’s global commercialization efforts. Lastly, the candidate will be responsible for developing technical literature and training materials to support sales and business needs.

HOURS: Full-time

REPORTING TO: Chief Technology Officer

KEY RESPONSIBILITY AREAS:

1. Responsible for field application development and technical support as an enabler to significant growth in sales of BiOWiSH Agronomy and Crop Products in assigned areas.
2. Provide technical support as required for the overall Agronomy and Crop Product segment of the company.
3. Construct application protocols for new product development, application trials, and ongoing technical Sales support.
4. Develop technical information and feedback on product usage / benefits
5. Provide on-the-ground and remote technical support to distributors, dealers, and current and new customers in a timely manner.
6. Complete product and application validation testing to support commercialization.
7. Development of technical literature and training materials.
DUTIES AND RESPONSIBILITIES:

- Provide key interface between R&D and the commercial team in transitioning technical knowledge and technologies into successful commercial product applications.
- Provide on-the-ground technical support to current and new customers.
- Provide feedback and direction to the R&D team in optimizing product performance, form delivery, and cost.
- Maintain intimate knowledge of the respective products, market, competitors and application areas.
- Review and develop best management applications and specific treatment protocols to optimize the performance of BiOWiSH in Agronomy and Crop applications.
- Implement agreed Agronomy and Crop Product category strategies.
- Provide training of official BiOWiSH distributors, dealers and sales agents as needed.
- Timely submission of required activity reports and case studies.
- Other duties as directed by Management.

KNOWLEDGE, SKILLS AND ABILITIES REQUIRED:

- High performance technical professional with extensive knowledge of Agronomy and Crop Science. A specific background or knowledge in fertilizer technology, microbial biocontrol, broad acre and/or hydroponics is also desired, but not required.
- Strong commercial acumen.
- Bachelor’s, or Advanced degree in Agronomy and Crop Science.
- Strong analytical skills.
- Skilled in the use and application of statistics in Crop Science.
- Excellent communication and presentation skills.
- Bilingual skills in English and a second language, such as Spanish, is desirable but not required.
- Market and customer focused.
- Excellent team player.
- Attention to detail.
- Works well independently and in a team context.
- Excellent time management and organization skills.
- Advanced computer and internet media skills knowledge.
- Desire for continuous learning.

WORKING CONDITIONS:

- Domestic and international travel is required in this role.
- Extensive field visits, including remote area work.
- Limited physical effort required.
- Limited exposure to physical risk.

LOCATION:

Role will be US based in Cincinnati, OH