



GLOBAL TECHNICAL DIRECTOR, AGRICULTURE

Exempt position reporting to VP of Technology Remote

30% Travel to support sales and marketing

At Gaylord Chemical, we are the world's leading experts in DMS and DMSO, delivering sustainable innovation across industries from pharmaceuticals to aerospace. Our commitment to cutting-edge solutions and environmental stewardship empowers our partners to tackle complex challenges with unmatched safety, efficiency, and performance. Join us in shaping a future where our chemistry drives progress and sustainability.

The Global Technical Director, Agriculture is a leadership position within Gaylord's Technology department. The person in this role is a critical interface between Gaylord's existing and prospective new customers and its sales, marketing, and customer service teams. They must effectively communicate the technical benefits of Gaylord's products to drive sales growth for the company. She / he must also work to cultivate new opportunities for the company by leading efforts to demonstrate the technical benefits of Gaylord's products.

A broad understanding of the design, development, and commercialization of agrochemical formulations- in combination with good commercial instincts- are critical to the success of the person in this position. A professional network across the Crop Protection industry is a valuable asset to the person in this position.

The person in the Technical Director, Agriculture position will work closely with the dedicated agriculture commercial team to accomplish the following objectives:

- ☐ Development of a technical Marketing strategy to effectively promote Gaylord's AgXalt® product line
- ☐ Identification of new crop protection technologies in which Gaylord's products may address a valuable unmet need
- ☐ Initiation of an in-house formulation capability, capable to provide fully formed liquid pesticide formulations to prospective users
- ☐ Oversight of in-house and 3rd party development/services based on the needs of sales group or customer initiatives
- ☐ Targeting of and interaction with new business leads, driven by her/his technical insights
- ☐ Design of application development programs (data development with adjuvants and coformulants, basic greenhouse agronomic testing) intended to generate technical marketing data
- ☐ Continuous improvement of technical marketing materials (product brochures, customer presentations, website content, etc.)
- ☐ Management of technical training materials, and implementation of a training program for new hires and global distributor partners

2.1 EDUCATION

B.S., M.S. or Ph.D. in a relevant scientific field (Chemistry; Agronomic Sciences)

2.2 EXPERIENCE

- ☐ Minimum of 10 years of experience in a comparable role within a specialty chemical or crop protection company

2.3 SKILLS AND ABILITIES

- ☐ Excellent organization, verbal, and technical written communication skills
- ☐ Strong project management skills

Must be authorized to work for an employer in the USA without current or future restrictions.

To apply, send cover letter and resume to: careers@gaylordchem.com

Gaylord Chemical is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, national origin, sex, sexual orientation, gender identity, age, pregnancy, genetic conditions, status as a protected veteran, or status as a qualified individual with a disability.

