Product Development Manager

The Company:

Vestaron is a company dedicated to improving the safety, efficacy and sustainability of crop protection through migration from synthetic pesticides to peptide-based biopesticides. Vestaron is initially focused on a class of peptides that kill insect pests efficiently, but are safe for humans, beneficial insects and the environment. As part of this, the company has developed a proprietary platform for peptide optimization, fermentation-based peptide production and *in planta* expression that will allow it to develop a wide variety of biologic crop protection and trait solutions. Vestaron is the winner of the inaugural 2015 Bernard Blum Award for novel biocontrol solutions.

The Opportunity:

Vestaron is currently recruiting a Product Development Manager to join our team in RTP, NC, reporting to the SVP Sales & Marketing. The Product Development Manager will be responsible for the planning, development, management and execution of all New Product Development projects for Vestaron.

To be successful in this role, you must have a strong understanding of the agricultural insecticide markets and be highly organized able to manage multiple projects and key stakeholders.

Responsibilities:

Responsibilities may also include additional marketing duties as assigned:

- Work with company leadership and R&D to create new product development concepts and plans that both align with Vestaron’s strategy and current market trends in agricultural insecticides.
- Own, create and develop Vestaron’s New Product Development and gate review process from product plan initiation to product launch.
- Develop or support the development / acquisition of project management tools to track, document and report project progress.
- Develop and manage timelines and drive all aspects of projects; working across all functional areas to execute all project objectives associated with getting new products to market.
- Must understand the full scope of the product development process and functional landscape, in order to provide project direction and management. Functional aspects of the development process include but may not be limited to:
  - Brand Development/Management
  - Purchasing and Vendor Management: contract manufacturers, packaging providers, etc
  - Regulatory Affairs
  - Operations
MARKET RESEARCH

• Schedule, post agendas and minutes of product gate/progress reviews to capture all action items and to ensure all parties are accountable.
• Lead project discussions at gate/progress reviews, communicate identified risks and present action plans to mitigate any risks identified. Keep company leadership informed of actions and outcomes of discussion and decisions made throughout the project review process.
• Work with company leadership to assess contract manufacturers, packaging suppliers and other third-party vendors required for each project; understanding where costs can be reduced to affect project decisions on COGS.
• Work with company leadership to ensure effective channel pricing is set and demand planning is accurate.
• Deliver project completion on time, on budget and at set COGS targets.
• Builds relationships with all team members, vendors and partners to build the trust and partnership required to lead and influence a winning team environment.

EXPERIENCE

Requirement:

• 4-year degree or equivalent combination of education and experience
• Minimum of 2 years' experience in similar positions
• Experience in B2C and/or B2B companies a plus
• Experience with multi-channel retailers (e.g., MLM) a plus
• Knowledge of project management principles and software
• Ability to prioritize and manage objectives with management and stakeholders

WHY JOIN US?

Join the Revolution...

With an innovative and accomplished leadership team guiding our day-to-day wins, and a Board with a long-term vision that supports our efforts, we set out daily to improve the safety, efficacy and sustainability of crop protection through migration from synthetic pesticides to peptide-based biopesticides. Our team is empowered to solve problems and find solutions that will advance the science and commercialization of peptides. If you’re seeking a career that taps into your talents and contributes to harnessing the Power of Peptides® for the benefit of the environment and industry, we just may have a job for you.

We know our employees are our most valuable asset, and our culture conveys that.

Headquartered in the heart of RTP (Research Triangle Park), our office is located in the Frontier complex, a vibrant work environment where the development of restaurants, shops and hotels is underway.

Our R&D center is in Kalamazoo, MI, within the Western Michigan University Innovation Center. The 69,000-square-foot, purpose-built incubator and co-working space was created to support companies from the earliest start-ups to maturing organizations with office and conference space, high-quality shared scientific equipment and resources, and a wide range of support services.
We offer a competitive benefits package, to support the health and happiness of our staff.

We invite you to apply to join a company developing the products, processes and relationships to lead the advancement of the biological peptide industry, beginning with the pesticide markets.

An Equal Opportunity Employer
Vestaron is an Equal Opportunity Employer and prohibits discrimination and harassment of any kind. All employment decisions at Vestaron are based on business needs, job requirements and individual qualifications, without regard to race, color, religion or belief, national, social or ethnic origin, sex (including pregnancy), age, physical, mental or sensory disability, HIV Status, sexual orientation, gender identity and/or expression, marital, civil union or domestic partnership status, past or present military service, family medical history or genetic information, family or parental status, or any other status protected by the laws or regulations in the locations where we operate.

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