Field Development Position, United Phosphorus, Inc.

Field Development Representative for Idaho, Washington, Oregon, Western Canada. Minimum 5 years experience working with AgChem products in high value crops. Position responsible for technical service of sales and implementing product development projects within the assigned region. Responsibilities will include the monitoring and evaluation of plant protection technologies and development of new label use instructions for new and existing products. Candidates will be responsible for the compilation, interpretation and presentation of project data in written and oral formats. Tasks will also include support of sales personnel within the region by conducting meetings, tours, and demonstrations as requested. Advance degree (M.S. / Ph.D.) in plant sciences or related field. Strong inter-personal and communication skills with researchers, regulatory, marketing and sales community. No closing date. The position will remain open until filled.

Submit resume to:

United Phosphorus, Inc.
630 Freedom Business Center
Suite 402
King of Prussia, PA 19406

tiffany.may@uniphos.com
**Job Description**

**U. S. Company:** United Phosphorus, Inc.

**Direction:** Field Development Group

**JOB TITLE**

Field Development Representative

**SITUATION IN ORGANIZATION**

(Enclose a copy of your organization structure)

This position reports to the Manager, Field Development.

**JOB DIMENSIONS**

Position responsible for implementing product development projects within the assigned region. Responsibilities include the monitoring and evaluation of plant protection technologies and development of new label use instructions for existing products. Responsible for the compilation, interpretation and presentation of project data in written and oral formats. Assist sales group in complaint handling upon request.

**ACTIVITIES**

This position provides oversight and coordination of the field trial program in the regions where pest management research is being conducted and is based upon technical skills and knowledge and understanding of pest management issues and technology, customer needs and local, state and federal regulations in order to provide technical support to Sales and Marketing and to identify and evaluate new business and/or product opportunities.

This position provides technical leadership within the area of expertise to Sales, Marketing and Regulatory Affairs. This position also provides direct technical support within the specific pest management areas to Sales and Marketing by developing and presenting technical information, use instruction label revisions and/or additions, supplemental, 24C or section 18 emergency use instructions on United Phosphorus’ products to customers and professional groups that influence the pest management choices which customers and growers make.

This position assists in the development of the pest management R&D field program and budget and provides direction and insight to optimize the impact of the R&D program in the designated territory. This position is also responsible for proposing new development projects and translating United Phosphorus strategies, products and business objectives into technical projects.

Support of sales personnel within the region by conducting meetings, tours and demonstrations as requested.

**CONTEXT AND ENVIRONMENT**

This position is located in the field, remote from corporate headquarters, the business office and the research laboratory. This position interacts frequently with the sales, marketing, new product development, regulatory affairs and R&D functions as well as external customers, contract laboratories, field cooperators, university researchers, and local and state regulatory agencies. This position must keep current with existing and developing pest management technologies and practices in a very dynamic and highly regulated environment.

**ACCOUNTABILITIES**

This position is responsible for the achievement of specific pest management and/or product testing program objectives and specific major R&D projects within the defined budget guidelines. This position is also responsible for providing the necessary technical support to the regional sales and national marketing, regulatory affairs and R&D functions. This position provides support to strategic planning for the development or acquisition of new agrochemical products and maintenance and expansion of United Phosphorus’ existing business and is responsible for the regional implementation of technical and business projects.
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<th>QUALIFICATIONS / EXPERIENCE REQUIRED</th>
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<td>Advanced degree in Plant Sciences (Entomology, Plant Pathology, Agronomy or Weed Science). Minimum of 5 years experience working with agchem products in high value crops.</td>
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<td>This position requires an ability to understand, influence and relate to customers, regulatory agencies, university and contract researchers and coworkers from a variety of different disciplines. This position requires effective communication and interpersonal skills and an ability to operate effectively within a team. This position requires the effective presentation skills and the ability to analyze interpret and act upon complex data and analyze and solve complex problems. This position requires demonstrated project leadership skills and in-depth and/or broad scientific knowledge. This position recognizes invention and follows through to patent with technical assistance. This position knows and utilizes business and scientific resources throughout UPI, Inc.</td>
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Date: May 2013  
Signature and name of Job Holder:  
Name of the Manager: Beth E. Sears  
Signature for approval: