

Product Manager



semios

Phone :
Web :

Job Summary

Vacancy :
Deadline : Sep 12, 2024
Published : Aug 12, 2024
Employment Status : Hybrid
Experience : Any
Salary :
Gender : Any
Career Level : Any
Qualification :

Job Description

Who we are:

We are a bunch of people who really care about agriculture, food and the challenges facing farming. We want to help farmers with data driven decision making to help nature feed a growing population. Join our team of expert engineers, agronomists, entomologists, crop researchers, and data scientists who are continually conducting research to help drive innovation in agriculture.

Semios is a market leader in leveraging the internet-of-things (IoT) and big data to improve the sustainability and profitability of specialty crops. With 500 million data points being reported by our sensors every day, we leverage our big data analytics, such as in-depth pest and disease modeling, to empower tree fruit and tree nut growers with decision-making tools to minimize resources and risks.

Our innovative work has received several industry awards:

- [AgTech Breakthrough Awards Program \(2023\)](#) - Selected as winner of the "Overall Smart Irrigation Company Of The Year" award.
- [Sustainability Changemaker by SDTC \(2022\)](#) - Named as one of the companies which recognize homegrown innovation in sustainable technologies in Canada.
- [AgTech Breakthrough Awards Program \(2021\)](#) - Selected as winner of the "Pest Management Solutions of the Year" award.
- [Google Accelerator \(2020\)](#) - Selected as 1 of 9 companies for the inaugural Google for Startups Accelerator Canada cohort, who are all using technology to solve complex challenges.
- [Global CleanTech Top 100 \(2020\)](#) - Identified as one of the companies best positioned to solve tomorrow's clean technology challenges.

One of our partners produced this short [video](#) which shows what we do and our positive environmental impact.

We know our journey is only achievable by having a great team who shares ideas, tries new things and learns as we go.

Who you are:

Motivated by meaningful work, you are looking for more than just a job; you want to work for a dynamic, growing company that finds solutions to real-life problems, such as helping the world reduce the use of pesticides and helping nature feed a growing population. Your ideal work environment includes a collaborative team spirit with the opportunity to learn and grow as you take the initiative to try new things.

As the Product Manager for the Mating Disruption product line, you will be integral in understanding global customer demands and industry trends in the biologicals space, transforming them into actionable market strategies and product specifications. You will own the product line's P&L budget and collaborate with a multidisciplinary team to execute on product development from inception to launch and maintenance. You will work closely with key growers, advisors, distributors, partners and internal stakeholders to expand the market for our Mating Disruption offering.

What you will do:

- Work with customers and industry to understand their needs and translate those into product requirements, product positioning, and commercial strategies.
- Guide and influence aspects of product development efforts including new product development and new product introduction.
- Support supply chain activities in active ingredient sourcing and end product manufacturing.
- Manage commercial release of new product launches and existing product expansions.
- Develop market and competitive analyses, business cases, and product roadmaps to support decision making.
- Collaborate with technical sales, account management, and marketing to identify areas to drive revenue in our global markets.
- Work with channel partners and direct sales staff to educate the market on our products and mating disruption.
- Manage and maintain Intellectual Property portfolio and freedom to operate for the product line.

Requirements

We want you to succeed so you will need:

- Bachelor's degree or above in entomology, biology, chemistry, or related field.
- 3+ years in sales, technical sales, account management, product management, and/or partnerships experience within the agriculture industry.
- 2+ years of experience in agrochemical product development.
- Familiarity with basic concepts in regulatory affairs including trial data, labels, and EPA guidelines pertaining to agrochemicals.
- Ability to travel up to 20% of the time. A mix of international and domestic travel.

Nice to have:

- Hold existing relationships within agricultural retail and farming industries in one or more of our main markets (perennial tree crops and vines in California or Washington).
- Familiarity with pheromone mating disruption.
- Familiarity with manufacturing of aerosol goods.
- Exposure to supply chain management.

Salary range: \$110,000 to \$135,000 per year

Please note that the base pay offered may vary based on factors including but not limited to knowledge, skills and experience, as well as business and organizational needs.

Benefits

Why this is the opportunity for you:

- Sleep better knowing you're making the world a better place through more sustainable food production
- Opportunity to contribute and make an impact by working on meaningful projects
- Work with a team that values fun, laughter, and each other in a collaborative and casual work environment
- Flexible, hybrid working arrangements and strong work-life balance culture
- Multiple office locations, convenient via transit and bike paths
- Extended medical plan with a Health Spending Account with premiums paid by the company
- Group RRSP, which includes a 3% company paid match after one year of employment

At Semios, we recognize that people come with a wealth of experience and talent beyond just the technical requirements of a job. We know that our differences often can bring about innovation, excellence and meaningful work—therefore, people from all backgrounds are encouraged to apply to our positions. We believe that different perspectives and backgrounds are what make a company flourish and we welcome everyone.

Education & Experience

Must Have

Educational Requirements

Compensation & Other Benefits
