

Role: Director of Field Development
Location: Research Triangle Park, NC or Emeryville CA. Other locations will be considered.

Director of Field Development

The Role

As we are strategically focusing on building a new product class, we have an exciting opening for a Director of Field Development to join our growing team. The person will manage the ongoing field development aspects of Sound's product candidate pipeline. The position will guide the strategic direction of our field-testing program and manage our network of trialing partners. This is a pivotal new position and function that will be the bridge between the R&D and the commercial team. Initially reporting to the CEO, the successful candidate will have a lot of latitude to design the strategy and mission of the position, to define its responsibilities and execution as the function expands and as the Director grows his/her team and recruits and hires direct reports. This position will also have exposure to the Sound Agriculture board of directors. This highly intuitive individual will have the ability to determine where the technology is going when there are no benchmarks to date. Comfortable with the unknown and uncharted territories, this person thrives in an innovative non-bureaucratic interdisciplinary environment where dots need connecting, and when the stakes are as high as being instrumental in building the infrastructure of an outstanding company applying great science to a great mission that addresses today's most pressing challenges.

Responsibilities

- Lead all aspects of planning, development, coordination and execution of field trials; location identification, grower contracts, trial planting, in-season trial maintenance and harvesting
- Manage trial program design and performance, data analysis, trial season reporting adhering to specification, implement best practices for trial data collection
- Tabulate, aggregate, summarize research and data, prepare and disseminate conclusions, understand risks and opportunities and make recommendations that support product development, set up protocols quickly
- In charge of establishing, implementing and maintaining research projects and partnerships with CROs and Universities
- Cultivate relationships in the field: strong understanding of farmers' ecosystem and mindset, challenges, constraints and goals, ability to communicate effectively with growers, provide insights into grower practices to shape product development
- An influencer: translate Sound's products value proposition, how it meets and exceeds farmers' needs
- Facilitate and accelerate stakeholders' relationships and collaboration both internally, with the R&D, pre-launch, product management and commercial teams as well as externally with Sound's

Strategic Partners' Value Chain (CROs, Universities, Retailers and Suppliers, Farmers, Growers, Field Sales)

- Maintain acute awareness of the competitive landscape and product differentiation
- Ensure trials' regulatory compliance and paperwork is accurately completed in a timely manner.
- Travel to visit field partner and the San Francisco based team

Skills and Experience

- Master's or PhD in Agronomy or Horticulture or related field (i.e.; soil science)
- 12 to 15 years of progressive experience in advanced field research planning, trial design and statistical analysis, technical background in broad acre crop agronomy
- Expertise in design and management of replicated trials, demonstration plots, and analysis of multivariate trial data
- Product development background, having taken a technology out of the lab and through to commercialization
- Credibly managing 100 CROs, expert voice
- Strong background in agricultural field research and solid understanding of agricultural products including plant nutrition, organics, biologicals, crop protection chemicals
- Deep understanding of on-farm economics, farm operation P&L, retail incentive programs, and market positioning of products in the marketplace
- Strong practical knowledge of and experience with chemical applications, data capture
- Crops: corn, soy, wheat, row crops and high value crops such as lettuce, tomatoes and berries
- Seed treatment CRO Management experience valuable
- Knowledge of the American market and landscape with expansion to other territories and geographies over time

What we offer

- Competitive package in an early-stage, disruptive startup
- Health/Dental/Vision
- Flexible vacation policy
- Exciting opportunity to work with a talented and fun team

EEO

We seek a diverse pool of applicants and consider all qualified candidates regardless of race, ancestry, color, gender identity or expression, sexual orientation, religion, national origin, citizenship, disability, Veteran status, marital status, or any other protected status.

Contact

Please send your resume and contact details as well as work eligibility authorized to work lawfully in the United States to careers@sound-ag.com.