



PRODUCT MANAGER

Sound Agriculture is a life science platform company enabling sustainable agriculture. Our products increase harvest yields, reduce dependence on synthetic fertilizers, mitigate impacts from drought, and create crops with desirable nutrition and sensory traits. Our mission is to deliver proven solutions for the challenges that farmers face, and a more sustainable world for everyone.

We are seeking a motivated **Product Manager** to develop and execute strategy for late stage development, launch, and growth of new products. The position will evaluate market trends and customer requirements to deliver product solutions in collaboration with our development team. The ideal candidate will have a background in product development, sales, marketing, and/or account management in the crop protection industry, have experience developing business plans and value proposition messaging, and have fluency with financial modeling and analysis. The position will be based in Emeryville, California (other locations would be considered), and report to the executive team.

Roles and responsibilities will include:

- Build business plans and roadmaps for new product launches, including opportunity assessment, positioning strategy, financial analysis, and required tactical plans to drive product adoption
- Evaluate partnership opportunities across the supply chain and competitive landscape
- Perform market research, including awareness of market trends, evolving customer needs, definition of product concept and technical requirements
- Guide and coordinate late stage development activities in collaboration with internal teams and external partners
- Create product messaging content to convey value proposition to target markets and stakeholders

The ideal candidate will possess the following attributes:

- Bachelor's degree in agriculture, business, or related field required (MBA preferred)
- 5+ years experience in crop protection product development, sales, account management, and/or marketing (required)
- Familiarity with crop protection product development and timelines, including awareness of field trials, regulatory, manufacturing, and logistics workflows
- Working knowledge of agriculture markets (corn, soy, wheat preferred)
- Financial analytical skills, including NPV analysis, break-even analysis, and income statement development
- Track record of driving decisions and bringing conclusion to issues
- Strong problem solving and communication skills, ability to work in a team environment
- Flexibility to work outside of defined position roles to meet the needs of a startup environment

To apply, please send a resume and brief description of interest to: careers@sound-ag.com

Sound Agriculture Company is an equal opportunity employer and prohibits unlawful discrimination based on sex, race, color, religion, sexual orientation, gender identity/expression, national origin/ancestry, age, disability, marital and veteran status, or other protected category under the law.