

Technology Development Representative – Salinas
November 10, 2010

The individual in this role will provide technical leadership for the development and commercial growth of Monsanto Vegetable Seeds products in Salinas area of California, including the following responsibilities:

Development of New Products

· Plan and execute a program of field trials focused on the development of new broccoli, cauliflower, pepper and onion varieties. Identify and assess novel products and their market application and horticultural needs and determine optimum growing environments and planting recommendations

Design and manage projects that develop both agronomic and market needs on a variety of new concepts and products

- Determine and demonstrate the value, positioning, and agronomic fit of Monsanto Vegetable Seeds pipeline products vs. commercial standards
- Generate and analyze data to drive product advancement recommendations
- Actively participate in protocol development and experimental design; ensure timely, high-quality data entry, analyses, and reporting
- Contract and coordinate testing with key university programs and private cooperators
- Ensure product stewardship according to Monsanto Vegetable Seeds and industry best practices, and regulatory compliance with Federal, State, and Local requirements

Growth of Commercial Products

- Direct and manage local trials in conjunction with Sales & Marketing teams to generate features, advantages, and benefits data, and associated marketing materials
- Provide product and agronomic training for internal sales teams and external seed, retail, and processing partners
- Build strong technical and commercial relationships with key influencers including academia, industry/grower groups, processors, dealers, and top customers
- Bridge Sales and Research to ensure market-driven assessment of new products and technologies
- Support Sales with performance inquiries that require specific agronomic and product knowledge

Experience

- Minimum of an MS, preferably a Ph.D. or equivalent work experience in agronomy, plant breeding, plant pathology, horticulture or closely-related discipline, with demonstrated success in applied field research
- 2 to 3 years experience with vegetable crop production and/or research is very desirable
- Strong written and verbal communication skills
- Ability to perform successfully in a fast-paced, dynamic, team-based environment
- Must be self-motivated and assertive with a results orientation
- Proficient with standard Information Technology tools
- Willingness to travel extensively in-state; occasional regional and national travel
- Willingness to re-locate is desired