



UPL NA - POSITION DESCRIPTION

Job Title: Regional Regulatory Manager (BioSolutions)

FLSA Status: Exempt

Reports To: Country Regional Lead, US

Date: May 2021

Location: Remote, KOP or CARY Office

GJL: 3

Job Summary: The Regional Regulatory Manager for BioSolutions is responsible for obtaining and maintaining biopesticide and microbial registrations at the Federal level and fertilizer type products at the State level for designated product lines. In addition, the position is responsible for the professional interaction with the US EPA, state and local regulatory authorities as required, foreign regulatory authorities, trade associations, grower groups, customers and industry partners, and competitors.

Essential Duties and Responsibilities:

- Coordinate the preparation, planning, and strategy for the BioSolutions Regulatory function in conjunction with the Country Regional Lead - US.
- Develop and maintain vital relationships with government (Federal & State) agencies responsible for registration of BioSolutions products.
- Develop solid working relationships with industry task forces, trade associations, and grower groups to effectively communicate the Company's regulatory concerns and objectives.
- Work with Regional & Global Marketing & R&D teams to identify, evaluate, and effectively manage existing registrations and new product development projects.
- Collaborates with cross-functional teams to ensure overall process meets the needs of internal and external stakeholders.
- Other duties as assigned by manager.

Qualification/Requirements:

- Bachelor's degree or equivalent required, preferred distinction in scientific studies.
- 5-10 years' experience registering biopesticide and microbial products with US EPA and fertilizer-type products with the State agencies.
- Experience or working knowledge of USDA NOP regulations, OMRI, WSDA, OIM, and be able to develop knowledge of other organic certifying bodies as necessary.
- Demonstrate the ability to work within a team environment and independently.
- Highly proficient in MS Office (Word/Excel/Outlook/PowerPoint)
- Ability to read, analyze, and interpret general business periodicals, professional journals, technical procedures, and governmental regulations.
- Strong communication skills and the ability to effectively present information and respond to questions from groups of managers, associates, customers, and suppliers.

- Good interpersonal and negotiating skills, including the ability to build effective working relationships with departments within the organization.
- Self-starter with the ability to work in a team environment.

KEY COMPETENCIES:

Organization/Project Management	Plans and schedules work according to changing priorities; designs and maintains effective systems and processes for managing work.
Relationship Management	Maintains regular communication with team members and fosters partnering relationships.
Decision Making	Thoughtful decisions and sound judgments made based upon a clear understanding of problem or issue, relevant information, data, experience, business objectives and potential impact to UPL.
Communication	Speaks, writes, listens and presents information in a logical and articulate manner appropriate for the audience.
Job Knowledge	Possesses necessary technical job knowledge and applies it to identifying issues and resolving problems.
Business Acumen	Degree to which an individual understands and applies business knowledge to maintain and advance organizational effectiveness.

Supervisory Responsibilities:

- Number of direct reports – 0
- Number of indirect reports – 0

Travel: Up to 25%

PHYSICAL DEMAND ANALYSIS

DESCRIBE WORK ENVIRONMENT: Climate-controlled office or home environment with exposure to a chemical manufacturing environment.

SUMMARIZE THE PHYSICAL DEMANDS ASSOCIATED WITH THIS POSITION: The physical demands are minimal. Exposure to hazardous material is minimal.

PHYSICAL DEMANDS OF ESSENTIAL FUNCTIONS:

X IN APPROPRIATE COLUMN:

O = OCCASIONAL F = FREQUENT C = CONSTANT

WEIGHT INVOLVED (IF APPLICABLE)

	FREQUENCY OF ACTION			UNDER 20 LBS			20-60 LBS			OVER 60 LBS		
	O	F	C	O	F	C	O	F	C	O	F	C
STANDING	X											
WALKING	X											
SITTING			X									
CARRYING	X			X								
BENDING	X			X								
LIFTING	X			X								
PUSHING	X			X								
PULLING	X			X								
TWISTING	X											
REACHING	X											
SEEING			X									
GRIPPING	X											
HEARING			X									
Scale	OCCASIONAL 1-33% OF TIME											
	FREQUENT 34-66% OF TIME											
	CONSTANT 67-100% OF TIME											

This job description is not to be construed as an exhaustive statement of duties, responsibilities or requirements. Employees will be required to perform any other job-related duties as requested by their supervisor, consistent with their skills and experience.

UPL NA Inc provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability or genetics. In addition to federal law requirements, UPL NA complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities. This policy applies to all terms and conditions of employment, including recruiting, hiring, placement, promotion, termination, layoff, recall, transfer, leaves of absence, compensation and training.

UPL NA Inc expressly prohibits any form of workplace harassment based on race, color, religion, gender, sexual orientation, gender identity or expression, national origin, age, genetic information,

disability, or veteran status. Improper interference with the ability of UPLs employees to perform their job duties may result in discipline up to and including discharge.