



Innovation at Work™

Title: Applied Research & Technical Services Director
Report to: President
Classification: Full-Time, Exempt
Department: Technical Services

Primary Responsibilities: Oversee research process implementation, from problem definition, running and analyzing research trials to application of solutions of Bio-Vet direct fed microbials (DFM) and nutritional supplements. Present technical data on company products and programs to customers, veterinarians, nutritionists, and animal health professionals. Collaborate with the National Sales Director and Technical Training Manager to train and support company and distribution representatives on technical aspects of products and programs.

Essential Duties, Responsibilities, Activities:

- Setup and oversee research trials, including animal trials, with company products and programs.
- Coordinate with President and Director of Research and Development on incorporation of information gathered from research trials into company products and programs.
- Report research results to company personnel and eligible publications.
- Perform quality control work as needed.
- Support company representatives by investigating individual farm scenarios and presenting at producer meetings.
- Promote scientific animal health information to industry influencers by providing continuing education for veterinarians, writing articles for professional publications, etc...
- Actively build relationships with strategic professional sectors including veterinary clinics, animal nutritionists, social media influencers, and other agricultural leaders.
- Provide Marketing and Customer Service Departments with technical information, technical articles, social media, press releases and support as needed.
- Maintain the highest professional standards when conducting business on behalf of Bio-Vet to maintain and develop Bio-Vet's reputation as the premier manufacturer of microbial / nutritional supplements.
- Participate as a part of the Bio-Vet management team recommending improvements in products, policies, and resource deployment to assist in achieving overall business objectives in the following areas
 - Training
 - Research and development
 - Marketing
 - Pricing structures
 - Budgets
 - Recruitment
- Complete electronic Concur expense reports in compliance with company travel and expense policies.



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Other Duties:

- Other duties as assigned by the President.

Required Licenses, Certificates or Knowledge:

- MS or PhD in animal sciences, animal nutrition or microbiology or DVM
- Demonstrated understanding of production animals and agriculture
- Knowledge of research protocols, statistics analysis, and application software.
- Computer skills are required including use of Microsoft Office 365 programs, PDF file formats, CRM, Expense reporting, Dropbox and other computer programs as necessary.
- Excellent internal and external communication skills. Ability to present technical information to various audiences.
- A valid driver's license, with an insurable driving record is required.

Working Conditions:

- Out-of-town travel required no more than 25 % of time.

This job description does not list all the duties of the job. You may be asked by supervisors or managers to perform other instructions and duties. You will be evaluated in part based upon your performance of the tasks listed in this job description.

Management has the right to revise this job description at any time. The job description is not a contract for employment, and either you or the employer may terminate employment at any time, for any reason.