Product Manager - Biosolids

POSITION SUMMARY
Under the direction of the Vice President of Operations, enhances existing and develops new product marketing opportunities, develops and implements biosolids land application outreach programs, keeps abreast of biosolids regulatory trends, and partners with national biosolids associations to promote sustainable biosolids recycling practices. Working with plant management and staff personnel, augments local product marketing activities as needed to lower costs and provide diversification.

ESSENTIAL JOB FUNCTIONS
Perform all work in a safe, professional, and conscientious manner.
Approximately 25-50% of time domestic travel.

Product Distribution (approximately 40%)
- Understand, support, and enhance existing agriculture and blender customers for all NEFCO plants, working closely with all Plant Managers.
- Identify and seek beneficial relationships with potential agriculture and blender customers for all NEFCO plants with a focus on increasing product revenue. Marketing approach will include agronomic considerations.
- Establish multi-layered marketing and distribution plan for agriculture markets to enhance diversification and financial performance of plants.
- Research and develop product marketing roadmaps for new plant opportunities.
- Develop and implement innovative product marketing opportunities to increase diversity through soil blending, land reclamation, and alternative fuel projects.
- Develop branding strategy and materials for existing NEFCO brands and create and develop new NEFCO brands as needed.
- Provide logistics and technical guidance for land application programs, including agronomy, as needed for local plant support.
- Consolidate and manage product inventory and shipment database.

Outreach Programs (approximately 35%)
- Develop and continuously improve marketing materials that will educate users on biosolids benefits and use.
- Develop science-based literature promoting safe and beneficial recycling of biosolids.
- Integrate with regional wastewater and biosolids associations to plan and execute interactive activities promoting recycling of biosolids.
- Attend biosolids-related conferences.
- Present technical papers at conferences as opportunities arise.
• Work directly with existing and new end user customers to ensure they understand agronomic, soil, and beneficial use considerations so customers can become NEFCO’s ambassadors.
• Immediately respond to any biosolids land application complaints including site visits and meetings with town or city officials.
• Interact with local politicians, farm bureaus, conservationists, etc. as needed for ongoing understanding of biosolids use in local plant areas.
• Partner with operating contract clients for dual NEFCO and WWTP outreach.
• Develop biosolids agriculture and turf research projects in conjunction with associations or universities.

Regulatory (approximately 25%)
• In conjunction with the Environmental Compliance Manager, ensure product distribution activities maintain compliance with land application permits and all applicable state and federal laws.
• Understand state-by-state differences in biosolids regulations and provide regulatory support to plants as needed.
• Lead regulatory strategies to optimize product placement and value.
• Monitor and understand regulatory trends such as phosphorus limitations, micro-contaminants, and personal care products and their potential impact on NEFCO product marketing.
• Be involved with national, regional and local biosolids organizations to positively influence laws and regulatory decisions.
• Meet and correspond with regulators as needed for new or existing land application permits or permit compliance.

QUALIFICATIONS
• Experience in the use and recycling of biosolids.
• Bachelor’s Degree in Soil Science, Agronomy, or Environmental Engineering or equivalent.
• Certification in soil agronomy helpful but not required.
• Detailed knowledge of EPA 503 Biosolids Regulations.
• Experience working directly with farmers with their agronomic needs.
• Experience working with regulators with permitting and compliance.
• Three to five years of experience working with biosolids recycling and soil science.
• Experience with implementation of branding programs.
• Ability to travel 25-50% of the time.

This is a full time position. NEFCO offers a competitive salary & excellent benefits we are an EOE. Please submit your cover letter & resume to employment@nefcobiosolids.com (no phone calls please).