Product Development Manager

Paper and customer and digital and sales and manufacturing and technical and process and quality

This position will be responsible for commercializing specialty paper products and or enhancements to existing grades and processes. This involves taking new product ideas that are generated by Sales or through customer interaction through the product development process to commercialization in a timely manner, optimizing material and manufacturing costs.

1) The primary liaison between Sales and Manufacturing for the communication of new specialty paper opportunities

2) Develops new opportunities for existing grades for specialty opportunities where possible.

3) Evaluates inquiries for new product opportunities for feasibility and profitability as dictated Plans and conducts manufacturing trials. Participates in customer evaluations of these trials. Provides leadership for the commercialization of successful developmental efforts.

4) Optimizes new and existing specialty grades based on revised customer requirements and feedback.

5) Lead cross-functional teams to align product development, manufacturing and cost-to-serve initiatives.

6) Works closely with Manufacturing in process improvement, cost reduction, and quality improvement projects related to specialty and development grades as needed. Works closely with suppliers to find new raw material opportunities relating to these areas.

7) Supports the Marketing and Sales as needed to promote new and existing grades

8) Works closely with Field Sales in the process of locating new specialty paper ideas and potential customers. Participate in specific sales calls and translate potential customer requirements into tangible product specifications and/or trial details

9) Communicates clearly and effectively both orally and in written form.

10) Supervises Development Lab Technicians and Technical Service reps

Bachelor’s Degree in Pulp and Paper or Chemical Engineering required (Master’s Degree preferred)

EXPERIENCE:

1. Minimum of 5-10 year’s experience of relative work/leadership experience in the Paper Manufacturing Industry Possess outstanding analytical skills
2. Excellent written and verbal communication skills
3. Enjoys leading teams. Proven ability to influence cross-functional teams
4. Must be expert-level user of Microsoft Excel, PowerPoint, Word and Project

If you have ALL of the required qualifications for this position and are skeptical about sending in a resume to someone you have never spoken with, give us a call. We try to rise above the recruiting rhetoric by giving our contact information in order to provide you as much information as possible. We go to great lengths to work directly with the hiring managers for the positions we represent so our job descriptions truly reflect the needs of the organization.

To apply, please email resume and current/last base salary to:

Elizabeth Tischer

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