

**PRODUCT MANAGER – PLASTIC ADDITIVES**

***Dover Chemical Corporation***, (DCC) is a leading producer of specialty chemicals including alkylphenols, chlorinated paraffins, polymer additives, liquid and solid antioxidants (including organophosphites), flame retardants, additives for water-based and oil-based metalworking fluids and drilling fluid additives. We provide chemical specialty products, specifically chemical additives, to our customers around the world who make products that are useful in everyday life. Our products help to improve a wide variety of materials, including fuels, metal-working materials, and polymers for use in industrial and household applications.

DCC is a subsidiary of [**ICC Industries Inc.**](http://www.iccchem.com/), headquartered in New York City, a leader for over 50 years in the international and domestic trading, manufacture, and marketing of chemicals, plastics, and pharmaceuticals. Dover Chemical is proud to have earned ISO 9001:2015 certification. We join other members and partners of the American Chemistry Council in our dedication to the principles of Responsible Care®, including product stewardship, community awareness, emergency response, pollution prevention, process safety, distribution, and employee health & safety.

**SUMMARY**

The **Product Manager-Plastic Additives** is responsible for identifying, assessing, and new development of commercially viable products for existing and new markets that will help DCC expand its presence in the specialty chemical industry. The position requires an innovative, “out of the box” thinker who can facilitate internal collaborative discussions to conceptualize and define potential extension of product offerings to meet strategic company needs and goals. Focus will be on generating growth and new demand for DCC products and identification and implementation of development programs that generate new and sustainable growth. Will establish relationships with key technical decision makers from the plastic additives market and define opportunities in collaboration with the business unit leader and sales team. The overall goal of this role is two-fold:

1. Develop existing and new products that improve DCC position both domestically and globally
2. Manage existing product lines to assist the Business Unit Leader in daily activities pertaining to internal product-specific goals, for example ensuring global registrations are current, managing inventory levels, reviewing production scheduling, etc.

**EDUCATION AND EXPERIENCE:**

* Bachelor’s Degree from an accredited college or university required (Chemistry, Polymer Science or Chemical

Engineering degree.) MBA is a plus but not required

* 7 to 10 years’ experience in the chemical or related industry with technical support and /or product management experience.
* 5 years’ experience in a technical or market-facing role (Sales) is required.
* Prior experience in Marketing, Sales, Project Management, Product Management, Compliance, or New Business Development.
* Experience in product management, chemical manufacturing, and/or technical issues.
* Strong marketing and project management experience required.
* Product or regional marketing experience within the specialty chemicals Industry is preferred.
* Prefer experience dealing with highly technical chemical products and demonstrated understanding of the specialty chemicals market, as well as the products and those applications associated with it.
* Fluency in a second language relevant to region or customers is a plus.
* Overnight travel expected and required both domestically and internationally up to 40% of the time. Valid driver’s license is required.

**BUSINESS AND TECHNICAL KNOWLEDGE:**

* Knowledge of chemical products and related markets.
* Ability to work cross-functionally and with proficient understanding of the financial implications of recommendations and/or decisions.
* Product and application focused both internally and externally.
* Broad understanding of business issues, metrics, organizational linkages, customer value, market value and product development on the horizon; specialty chemical market / industry trends and regulatory factors that may influence business sustainability in the future.
* Solid understanding and knowledge of regulatory requirements, both domestic and international, regarding the development, registration and sale of products on a global basis (i.e. REACH, etc.)
* Must possess a vast working knowledge of the chemical properties of and technical application of new and existing products. Global Product Registrations.
* Successful track record of managing critical business relationships domestically and abroad is a plus.
* Experience with sales components of ERP commercial systems.
* Must be professional, ethical, results and business-oriented with a strong work ethic, and technical background.
* Must have a solid knowledge of chemistry and the ability to work conjunctively with technical R&D chemists and directors.
* Must be able to work independently and manage time efficiently and effectively

**COMPETITIVE BENEFITS INCLUDING:**

Medical, prescription, dental, company paid life insurance, bonus potential, matching 401 (k), vacation, 11 paid holidays. Salary will be commensurate with education, training, and background experience. Email resumes to resumes@doverchem.com Enter in subject line **Product Manager**

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