



Valent U.S.A. Corporation

Job Opportunity

PRODUCT MARKETING MANAGER

Valent U.S.A Corporation, a wholly owned subsidiary of Sumitomo Chemical Company, engages in the development, registration, sales and marketing of integrated technological solutions for crop production and pest management that deliver value for our customers and stakeholders. We are a leading crop protection firm serving the agricultural and non-crop products markets in North America. Valent products help growers produce safe and abundant food and fiber crops, and horticultural professionals improve the quality of life for their customers. The corporate motto, Products That Work, From People Who Care[®], describes the company's business philosophy. Valent seeks out and provides customers with innovative and effective solutions to their production challenges. Our vision is to be the best company delivering integrated solutions of biorational and traditional crop protection solutions to our customers. Valent is dedicated to creating a world that is healthier and more comfortable, and that has a sustainable abundance of quality, affordable food, helping crops to be the ultimate renewable resource. We are currently searching for a Product Marketing Manager to work with our team in Walnut Creek, California

Description of Job:

Develop and manage business plans to optimize the company portfolio and product profitability to meet short and long range plan objectives. Provides leadership regarding short and long term direction of specific products and active ingredients, provides recommendations regarding business issues and portfolio profitability. Prepares timely product marketing financials and makes recommendations regarding marketing programs. Communicates marketing programs and company direction regarding various products to team players and is responsive to questions. Develops brand and active ingredient strategies, product promotions and communication plans to deliver product line portfolio profit goals. Interprets and implements plan changes based on market and business research information. Defines brand offerings that meet current and future needs of the target end user base to ensure long-term sustainable profit and revenue. Negotiates and manages alliance agreements, supply agreements, and cross-functional launch teams.

Skills: Strategic analysis, technical market insight, marketing principles, brand management, business planning & organization, problem solving, forecasting, persuasion, tactical, high energy, negotiation, communication, teamwork, leadership, and computer skills.

Experience: 5 years in sales, marketing, and/or brand management and experience in the crop protection industry. Insecticide experience preferred.

Education: BA/BS in business administration, agricultural related science or equivalent. MBA or equivalent preferred.

Other: Approximately 35% travel.

Interested candidates can fax or e-mail resumes to:

Fax: 925-817-5900 / Email: Jobs@valent.com

By December 11, 2009

www.valent.com

Equal Opportunity Employer



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Sumitomo Chemical Company, a 20 billion dollar business, includes over 100 subsidiaries and affiliates operating in six business sectors - basic chemicals, petrochemicals and plastics, fine chemicals, IT-related chemicals, agricultural chemicals, and pharmaceuticals - and supplies a broad range of products for global markets. Sumitomo Chemical was thus founded as a company that sought to solve environmental problems while at the same time aiming to contribute to the development of agriculture. Sumitomo Chemical Company conducts research & development to invent new chemistry in agricultural chemicals and new applications of existing chemicals and functional fertilizers in order to provide productive and environmentally friendly crop protection agents and labor-reducing farm technologies. www.sumitomo-chem.co.jp/english/ir/index.html.