

Job Description

Job Title	Application Manager, Joinery
Department	Product Development
Reporting to	Head of Product Development, John Alexander
Responsible For	This role is responsible for Accsys development of Accoya and Tricoya in joinery component and door format applications and use. These developments will be in partnership with a range of stakeholders including Licensees, large existing or new customers and system suppliers, and necessitate close collaboration with the existing Accsys sales and technical teams

Accsys Technologies PLC www.accsysplc.com is a UK incorporated environmental science and technology company focused on 'sustainability' via the development and commercialisation of a range of transformational technologies based upon the acetylation of solid wood and wood elements. These products offer a strong substitute for endangered tropical hardwoods and energy intensive man-made building materials, such as PVC, metals, high pressure laminates and even concrete.

The primary focus is on the production and licensing of Accoya® solid wood www.accoya.com and Tricoya® wood elements technology www.tricoya.com. Manufactured through the company's proprietary acetylation process, these products exhibit superior dimensional stability and durability compared with other natural and treated timber and wood elements (wood chips, fibres and particles). Sales are primarily through distribution partners.

This is a full time role based in either Arnhem or Windsor but will require extensive travel.

Focus and responsibilities

Focus is on providing technical support of practical and tactical nature:

- Develop Accoya component and Tricoya component or panel adoption at the large manufacturer level
- Give full support to customers, and licensees in fulfilling technical market requirements related to product integration, technical guidelines, performance statements, and other technical needs
- In close collaboration with joinery, licensees, system and other relevant partners, develop door 'blank' and window / door component products as appropriate to either general or 'mass-custom' production and use
- Initiate activities to bring new system / application concepts to market on a regular basis for both product groups (Accoya and Tricoya)
- Serve as a point of technical and market expertise for the segment and assist sales teams and key customers

- Initial focus on North America and Europe, with support to other regions

Primary responsibilities	
1	Function as an authority for joinery applications defining product or system solutions, and performance standards in close collaboration with licensees and market partners
2	Establish guidelines and lead in producing application specific sales and technical support information on communicating technically derived commercial benefit, including associated development with related ancillary materials and systems
3	Initiate new system / application development and act as a sparring partner for licensees and large manufacturers in exploring new area's for product application
5	Train and / or develop product skills of internal / external sales teams and licensee personnel and customers as appropriate

Secondary responsibilities	
1	Create understanding and help substantiating material properties critical to the application through managing test programs and documenting key performance elements
2	Coordinate material testing with potential licensees and consolidate all technical information to ensure that the quality of the product in use remains within our performance standards and branding requirements
3	Evaluate warranty and product quality claims of licensees and customers on regular basis against internal policies and standards
4	Build central knowledge data-base on applications for Accoya and Tricoya in Joinery application
5	Expand network of decision makers, institutes, certifiers and service providers; participate in technical seminars and associations that affect the product
6	Support licensees and large manufacturers in establishing product assortment, service components, documentation and training manuals
7	Monitor markets, customers and competitors with technical and commercial relevance

Key attributes & competencies

Client Orientation:

Customer orientation essential. Confidence in dealing and building relationships with people at all levels

Initiative, a results orientation and diplomacy

Team Orientation:

Fostering initiative, and mutual consensus in a result oriented approach to internal and client facing projects.

Any other attributes or competencies relevant for the role:

Must have the ability to prioritise tasks and maintain a calm and professional manner, despite interruptions.

Fluent in English. Working knowledge of Dutch, German, Spanish or French is beneficial.

Keen understanding of needs and issues impacting commercial effectiveness

Educational / professional experience and location

Educational Experience:

Bachelor degree in Building physics, material science, engineering or related.

Professional Experience:

Five to ten years experience within or directly related to the joinery sector and a strong network in a significant European or North American geography

Location

Accsys Dallas, Windsor or Arnhem offices.

Extensive international travel will be required

Please send your CV directly to gill.gardner@accsysplc.com