

Job Description

Job Title	Application Manager, Cladding & Façades
Department	Product Development
Reporting to	Head of Product Development, John Alexander
Responsible For	This role is responsible for Accsys product development of Accoya and Tricoya use in cladding and facade applications. It will involve the development of a new business of Tricoya panel products in accordance with the established model of joint development and licensing. It is expected that (part of) the potential product/market combinations will be completely new to our licensees (wood panel manufacturers). Equally, the potential for our own manufactured Accoya wood in the area of façade applications should be fully developed and exploited in close cooperation with the Accsys sales team.

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:

- Give full support to licensees in fulfilling technical market requirements related to product argumentation, technical and installation guidelines, fixing methods, certification, guarantees and other technical needs
- Explore façade systems and in close collaboration with cladding manufacturers, licensees, system and other relevant partners. Ensure 'packaged' cladding and façade solutions are developed and implemented by Accsys clients
- 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 with architectural cladding sales
- Initial focus on Europe and supportive to other regions

Primary responsibilities	
1	Function as the primary authority for cladding and façade applications defining system solutions, installation guidelines 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 technical product properties, including installation guidelines and fixing methods
3	Initiate new system / application development and act as a sparring partner for licensees and large manufacturers in exploring new area's for product applications
4	Work closely with suppliers in offering optimal coating and fixing systems
5	Train and 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 cladding and façade 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 and confidence in dealing and building relationships with people at all levels Initiative, results orientation, and diplomacy
Team Orientation:
Fostering initiative, and mutual consensus towards 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:
Minimum Bachelor degree in building physics, material science, engineering or related.
Professional Experience:
Five to ten years experience with quality panel, wood or facade products Technical or consulting experience in this field of cladding or facade products
Location
Accsys Windsor or Arnhem offices. International travel will be required.

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