

Job Title: Product Manager – Plant Product Division

Company Overview

JH Biotech, Inc. develops and supplies agricultural inputs for growers, distributors, and crop professionals. Our diverse plant product portfolio focuses on practical, science-based solutions that support crop health, quality, and field performance while helping agriculture move toward more effective and sustainable crop management.

Position Summary

We are seeking a full-time Product Manager for our Plant Product Division. This role supports product strategy, technical communication, market positioning, and product development across our plant nutrition, fertilizer, biostimulant, microbial, and plant protection portfolio.

Working closely with R&D, Regulatory, Marketing, Production, and Sales, the Product Manager will help connect product knowledge with market needs and business goals. The role also supports sales teams, distributors, and customers through product training, technical guidance, field trial coordination, and clear, practical product materials.

The ideal candidate has a strong agriculture or plant science background, communicates clearly, stays organized, and can manage technical details while keeping cross-functional projects moving.

Key Responsibilities

- Manage products in the Plant Product Division, including plant nutrition, fertilizers, biostimulants, microbial, and plant protection products.
- Analyze sales data, market demand, competitors, and industry trends to support product development, positioning, and promotion.
- Assist in improving product formulations, quality, packaging, and application recommendations.
- Collaborate with R&D and production teams on new product development, formulation design, testing, and commercialization.
- Work with Regulatory and Marketing teams to prepare and review labels, technical documents, registration materials, presentations, and product information.
- Provide technical support to sales teams, distributors, and customers on product use, compatibility, application timing, and crop management.
- Assist in planning and conducting field, greenhouse, and demonstration trials, and summarize results to support product promotion and technical claims.
- Participate in product training, customer meetings, seminars, trade shows, and farm visits to explain product functions and value to customers and sales teams.
- Support cross-functional communication to ensure consistent product information across R&D, production, regulatory, marketing, and sales teams.

Qualifications

- BA/BS in Agriculture, Plant Science, Horticulture, Plant Pathology, Agricultural Chemistry, or a related field; Master's or Ph.D. degree a plus.
- Knowledge of plant nutrition, fertilizers, biostimulants, microbial products, plant protection products, and agricultural inputs.
- Experience in product management, technical support, R&D, crop consulting, agricultural sales, or related work.
- Strong data analysis, problem-solving, project management, and cross-functional communication skills.
- Ability to write clear, professional, and market-oriented technical product materials and marketing content.
- Familiarity with crop management, fertilizer application, foliar nutrition, soil improvement, biostimulants, and plant protection concepts.
- Strong English communication and writing skills; Spanish or other language skills are a plus.
- Ability to work independently and complete multiple tasks under deadlines.
- Willingness to travel as business needs require, including customer visits, field trials, trade shows, and technical training.
- Valid driver's license with a clean driving record.

Additional Information

- **Employment Type:** Full-time
- **Location:** California
- **Department:** Plant Products Division
- **Salary Range:** Based on education, professional background, work experience, and qualifications
- **Position Type:** Product management, technical support, product development, and market promotion coordination
- **Travel Requirement:** Based on business and project needs

Benefits

- 401k
- Dental insurance
- Vision insurance
- Health insurance
- Life insurance
- Paid time off

Please send cover letter and resume to HR@jhbiotech.com