

Scientific Bio-rational leader

Cawood is a leading scientific group, providing laboratory analysis and contract research for the agriculture, food, and environmental sectors. The Group comprises of 5 divisions including Cawood Research.

Cawood Research, with almost 200 employees, is spread between three companies: i2L Research, IES and Mambo-Tox with a geographical footprint throughout Europe and the US. The Cawood research division supports Crop Protection Products, Pharmaceuticals, Biocides and Chemicals Product development through environmental safety and efficacy testing.

The role is to grow, expand, and promote the development of Bio-rational capabilities within the Cawood Research group. The Bio-rational leader will have a cross functional position, working with all the Cawood Research companies, Sales and Operation department.

We can summarize the position in four main responsibilities:

- Investigate and develop the **market possibilities** for biocontrol products in EU / UK / USA working together with the Research and Marketing teams of Cawood Research.
 - Determine client needs from initial R&D to full development for efficacy and product safety.
 - Determine Cawood capabilities and capacities in relation to current and future client's needs (including geographical requirements). Help in the growth of new facilities and opportunities.
 - Generate opportunities, establish contact with and identify new clients and targets, working with the sales team to gain & secure business (non-direct sales).
 - Provide technical and scientific support to Cawood Research employees by training, advising and developing the team.
 - Identify and predict client and market needs.
- Provide **regulatory overview** and understanding
 - Understand the regulatory framework and provide overview advice through training to Cawood staff.
 - Act as primary point of contact within Cawood Research to provide guidance on current regulatory framework, keeping abreast of regulatory changes and trends.
 - Establish and expand regulatory network of external consultancy companies and clients to bridge between sponsors, CROs and regulators
 - Become a Key Opinion Leader working liaising with key stakeholders including, companies, authorities and academia. Promote literature divulgation.
- Provide **advice on strategic direction** /set up within Cawood Research



- Lead guidance to develop strategic plan on how to develop and expand the portfolio of services.
 - Drive focus and prioritisation of specific Bio-rational areas, including identifying emerging market trends allowing Cawood Research to respond and target.
 - Understand the CRO market and how to exploit Cawood Research advantages from competitors – USPs.
 - Identify emerging markets and Cawood Research geographical needs.
 - Identify capability and capacity gaps within Cawood Research concerning Bio-rational efficacy and Product safety activity. Develop plans / solutions to fill these gaps (organic growth, collaborations, sub-contract, external growth etc...)
- **External Representation** of Cawood Research in the field of Biocontrol
 - Attendance and presentation at relevant conferences.
 - Identify and attend relevant trade shows.
 - Actively represent Cawood Research at relevant associations /working groups related to Biocontrol industry and regulatory policy bodies.
 - Stewardship within the Biocontrol industry, academia, regulatory bodies and other stakeholders to represent the interest of Cawood Research.

Job Location: The position can be remote with regular meetings on one of the sites, hybrid or based at IES office in Witterswil (CH), or i2L office in the UK (Newcastle or Cardiff). Regular travelling to customers, KOL and other stakeholders is expected.

Your contact: We are looking forward to your complete application (cover letter, CV, testimonials, reference), you can submit it by Catherine Whaley, Head of Crop at i2L Research. E-Mail: catherine@i2lresearch.com. We prefer direct applications and kindly ask you for your understanding that we cannot consider application documents from recruitment agencies.