



Manager, Technical Services and R&D

Specializing in tea, nut butters, and spices, we take our jobs as merchants of flavour seriously. Celebrating its 150th year in business, G E Barbour is dedicated to providing great tasting products to customers around the world, delivered with high quality standards and exceptional customer service.

Our business has been expanding and we have created the position of **Manager, Technical Services and R&D** to be the “cog” that links the technical wheel of the customer with Barbour's operations team. This is an opportunity to build on your operational experience in the Food industry and be a key member in delivering success with the Customer, Operations, and Sales

The Role

Reporting to the VP of Sales and Marketing, you will work directly with key internal and external stakeholders to:

- Create/formulate and blend product formulations to meet customer specifications.
- Enhance current product performance or satisfy a market-driven opportunity.
- Be the cog that links the technical wheel of the customer with Barbour's operations team.
- Understand complex co-manufacturing sales through the lens of the customer and the Barbour's sales and operations teams.
- Deliver proactive solutions and take the lead to ensure projects are delivered on time and in spec.

Key Accountabilities

R&D

- Lead Stage Gate projects
- Lead and coordinate line trials and first runs
- Develop product formulations to meet customer and operational requirements
- Research and implement new and innovative ideas/solutions for new or improved products/formulations/blends/line extensions
- Foster working relationships/partnerships various Food Labs, R&D Test Kitchens, University Food Research Programs, Government Programs to advance Barbours technical knowledge and capabilities
- Always seeking new ideas/concepts and emerging trends, identify and attend various food/equipment/R&D shows and events
- Identify equipment and resource requirements to enhance Barbours R&D capabilities
- Develop and lead Sensory Protocols for new product/formulation evaluations
- Maintain a detailed library of all formulations, test formulations, product variations and customer samples
- Coordinate sample requirements to customers for formulation/blend approval

Technical Sales

- Technical arm of sales team responsible for coordinating technical requirements/aspects of business development opportunities with customer
- Remove new business on-boarding barriers by solving technical and product development challenges
- Owner of “New to Market” product development process:
 - Single point of contact with internal stakeholders (finance, sales, marketing, QA, operations) in the coordination of new to market projects, R&D initiatives and PIF requests
 - Lead the coordination of key deliverables to internal stakeholders to ensure product development, routing, materials costing is delivered on time and to spec
 - Lead weekly meetings with key stakeholders to review project scopes, status and action items ensure projects are meeting deliverable timelines
 - Take a proactive approach to project management, anticipate bottlenecks and potential issues or challenges that may impact deliverable timelines
- Source and implement project management software to streamline New to Market processes
- Work with procurement to finalize packaging and label specifications to meet customer and regulatory requirements
- Stay current on all US/ Canada/ Global label requirements

Candidate Requirements

- University or college degree
- Food product development experience
- Detail and project orientated
- Food Science experience is an asset
- Food processor operational experience an asset

Location

The office is located in Sussex NB

To learn more about Barbours visit our website: <http://barbours.ca/en/home/>

If you are excited by the opportunity to shape a new role with an-established Manufacturer then please send your application to Dianna Barton of Barton Consulting at the following email address:

dianna.barton@gmail.com