

SOCMA POSITION DESCRIPTION

<u>Position:</u>	Senior Manager, Industry Relations
<u>Reports To:</u>	Senior Vice President, Industry Relations
<u>Department/Unit:</u>	Industry Relations
<u>Date:</u>	June 2022

The Society of Chemical Manufacturers & Affiliates[®] (SOCMA) supports and fosters the growth of the specialty chemical industry by delivering legislative and regulatory advocacy, promoting the highest levels of safety, and strengthening business intelligence and manufacturing operations.

POSITION SUMMARY:

Reporting to the Senior Vice President, Industry Relations, this position manages key growth initiatives under SOCMA's commercial services program. SOCMA is looking for a motivated candidate to promote the growth of SOCMA and be a part of a team that is leveraging innovation, discovery and sustainability across the specialty and fine chemicals ecospace. The incumbent facilitates B2B opportunities for member companies, working with leading companies in the chemical industry as well as brands like Bayer, Goodyear and Georgia Pacific. The successful candidate is an: *innovator*, *collaborator*, and *initiator*.

DUTIES AND RESPONSIBILITIES:

1. Drives SOCMA's B2B service for specialty chemical manufacturers by connecting industry decision makers with potential project partners within the SOCMA membership.
2. Identifies opportunities to grow SOCMA's suite of business development services tailored for manufacturers and identifies new services that support industry growth.
3. Manages custom projects related to the business of chemistry and issues relevant to chemical manufacturers and downstream customers.
4. Develop and define ESG and sustainability strategies for specialty and batch chemical manufacturers. Ensure alignment of SOCMA initiatives with the broader industry, including suppliers and downstream markets.
5. Ensures coordination and alignment of SOCMA's initiatives for specialty chemicals sustainability and ESG objectives and commercial programs with other SOCMA departments/divisions.
6. Analyzes utilization metrics across commercial services offerings and delivery platforms. Metrics are used to identify ways to improve or enhancements existing SOCMA services, validate member company decisions, and identifies new industry intel channels to add to SOCMA's growing industry intelligence repository.
7. Spearheads quarterly pulse polls and webinars on top-of-mind topics; interprets trends related to member company businesses and manufacturing operations.
8. Assembles industry commercial and manufacturing operations data and customizes delivery of this industry intel. Manages development and delivery of SOCMA's annual specialty chemicals industry survey.

9. Designs commercial themes for in-person and virtual events at a regional and national level; serves as the point-of-contact with industry leaders and value chain leaders during collaboration process.

KNOWLEDGE, SKILLS AND ABILITIES:

- Exhibit entrepreneurial initiative to create new services to help commercial growth for the industry and reach end use markets.
- Able to exercise strong judgment in analysis, appraisal, evaluation, and problem solving of a complex procedural, organizational, administrative, or technical nature.
- Demonstrate effective planning skills and ability to understand long-term goals while prioritizing efforts to focus on project details and results with an understanding of member and value chain network needs.
- Able to work across SOCMA departments to successfully implement commercial services programs.
- Effective customer service skills coupled with strong interpersonal and communication skills with staff, members, and industry technical and commercial staff.
- Strong organizational and communications skills to assure that commercial services industry engagement and education activities reflect the commercial pillar outline in SOCMA's strategic plan.
- Able to coordinate and complete simultaneously assigned tasks in a timely manner. Time sensitive and deadline oriented.
- Proficient with Microsoft Office software including (Word, PowerPoint, Excel), database systems, and digital web platforms.

EDUCATION AND EXPERIENCE:

- Bachelor's degree, in engineering or science, with a focus in chemistry or chemical engineering highly desirable but not required.
- At least 5 years or greater experience with a company or at a trade association affiliated with the chemicals value chain in a role that demonstrates understanding of end use markets and the role chemistry plays.
- Proven track record of growing strong relationships.

APPLICATION PROCESS:

Interested candidates should submit a cover letter, resume, and salary requirements to the attention of:

Attention: Human Resources
SOCMA
1400 Crystal Drive, Suite 630
Arlington, VA 22202
Email: jobs@socma.org