Skills Required:

- Excellent knowledge of lubricant additives, industrial lubricant formulations and customer requirements for hydraulic and industrial gear oil formulation.
- Excellent technical skills in formulating, optimizing, and testing of specialty lubricants.
- Ability to interact well with customers and with King’s sales team and management.
- Ability to provide innovative / realistic solutions to customer needs.
- Excellent communication skills.
- Highly organized and must be self-motivated to deliver results.
- Excellent computer skills (Technical reports, data, presentations...)

Education and Experience Requirements:

- MS/PhD in Organic Chemistry. Industry experience and individual knowhow are very highly valued.
- 10-15 years’ experience in developing, formulating and testing of additives, packages and specialty lubricants.

Essential Job Functions:

An effective technical manager understands his or her technologies just as well as the markets they service. The manager must wear two hats and have innate curiosity and passion to always ask how and where King can participate more, or how and where can King participate in something new. 70% of this role is dedicated to managing resources to deliver customer solutions and unmet market needs in the form of technical formulation, optimization, and new product development if needed – which would include blends, packages, and synthesis. 30% of this role is dedicated to working hand in hand with technical service, sales and marketing management teams focused on opportunity discovery, in whatever form it takes.

- Develop new products including packages and synergistic blends of additives optimized to provide specific performance benefits in specialty lubricants.
- Manage new product development projects, resources, and identify opportunities working in parallel with the efforts of our technical customer service department / teams.
- Supervise and contribute to performance testing and evaluations of King additives, blends, packages and NA-LUBE® alkylates. Understand product chemistry and performance capabilities to identify opportunities for solutions through:
  - Customer formulation / component optimization
  - King product improvements / concepts to evolve the product line
  - New non-core chemistry / approaches
• Develop model formulations to highlight the performance benefits of King additives, blends, packages and NA-Lube alkylates.
• Periodic Joint visits with sales staff to key accounts to help promote King products, provide technical validation of solutions, dive into a chemistry-based approach to problem solving.
• Provide technical support to the technical services department and our customers where needed to help them meet or solve specific formulating / product performance requirements or problems.
• Work directly with marketing and commercial development teams to maintain knowledge of market trends, opportunities, and technical strategies.
• Responsible for maintaining knowledge technical performance needs for various industrial lube markets and reporting to annual SWOT and market analysis reviews.
• Work with Sales & Marketing to propose technical planning and strategies with realistic and actionable goals that suit the capabilities of King’s resources to expand our existing business and discover new opportunities.
• Prepare technical reports and presentations to support the selling of King products to the lubricant market – typically given at conferences / tradeshows
• Regular and predictable on-site attendance is required.
• Working Location: King Labs, Norwalk, CT