



POSITION ANNOUNCEMENT

Director, Technical Services

Urbana, Illinois, USA or Remote

Position Overview

The American Oil Chemists' Society (AOCS) is seeking a Director, Technical Services to build upon the success of the Society's technical products and services. AOCS seeks an individual who is a proven leader, with energy, experience, and the passion needed to continue to advance its technical offerings and their impact. The candidate should demonstrate the skills needed to carry out the strategic and operating plans and emerging strategic initiatives; lead the largely virtual operation and staff; build an inclusive culture and effective relationships across AOCS's multi-dimensional organization of engaged volunteer leaders, staff, and members; and to plan, manage, and control the annual budget to best serve our diverse members, and other valued stakeholders.

The Director, Technical Services reports to the CEO and is responsible for the sound management of technical staff, programs, policies, practices, business planning, communications, financial performance, compliance, and risk management of technical products and services.

S/he/they will ensure that AOCS technical products and services offers a strong value proposition to its stakeholders, which includes members, partners, aligned societies, and others. The Director is responsible for fostering productive relationships with stakeholders, with the goal of maximizing awareness and productive collaboration in achieving AOCS's mission and global perspective in advancing science and technology.

Key Responsibilities

General

- Provides daily oversight and management technical services staff, products and programs.
- Champions a strong organizational culture aligned with Guiding Principles of AOCS staff.
- Provides leadership of AOCS technical programs, including Uniform Methods, Laboratory Proficiency Program, AOCS Certification Programs (Approved Chemist, Certified Laboratory) and Reference Materials.
- Conducts an annual program evaluation and makes recommendations to improve efficiencies and impact.
- Networks effectively with key leadership and staff, as well as members and stakeholders while upholding the highest ethics and quality standards.
- Promotes the image of AOCS and represents the scientific interests of the Society with internal and external stakeholders.

Governance

- Supports the work of key technical committees including, the Uniform Methods Committee, Examination Board, and Laboratory Proficiency Program Committee, and provides continuity during leadership transitions.
- Responsible for development and execution of processes to ensure effective committee governance, including communications, education, and engagement of volunteer leaders serving on technical committees.
- Accountable for compliance with legal and regulatory obligations related to the work of technical committees and promotes best practices in effective governance.

Strategic Initiatives and Business Development

- Participates in ongoing strategic planning in collaboration with Society leadership and implements priority objectives.
- Identifies important trends and recommends appropriate strategies or new programs to capitalize on those trends and meet emerging needs of the industry that AOCS serves.
- Develops and guides the Society's strategic approach to grow and diversify technical programs.
- Actively promotes the capabilities and scientific and technical product offerings of AOCS to the global scientific community and other potential stakeholders.
- Assesses and continually seeks opportunities to build effective collaborative partnerships to advance the Society's strategic goals.

Staff and Operational Management

- Supervises the technical staff of four reinforcing the organizational culture of AOCS.
- Develops and expands the skill sets of team members, ensuring operational depth through cross training.
- Develops the annual operating budget for technical services.
- Monitors and reports on success in meeting budgetary and strategic goals.
- Provides regular budget forecasts against annual goals.
- Coordinates with marketing teams to effectively promote AOCS technical products and services.
- Serves as a member of the AOCS Leadership Team.

Desired Qualifications, Qualities, and Competencies

A successful candidate should possess the following experiences and qualifications:

- Strong leadership, communication, and interpersonal skills to motivate, develop, direct, and lead by example internally and effectively represent AOCS externally in the scientific community.
- Excellent verbal, written, and presentation skills.
- Strategic and creative thinker with the ability to analyze complex issues, be nimble and responsive, and comfortable making tough decisions.
- Relationship builder with a vision for shared leadership and the ability to gain consensus among diverse stakeholders, positively and constructively resolve conflict, and effectively negotiate compromise.
- A steady, collaborative, and mentoring management style to work with others openly and transparently, naturally connects and builds strong relationships with others.
- Member and stakeholder-centric mindset to help promote growth of technical products and services and engagement with AOCS, generally.
- A person of integrity, honesty, and emotional intelligence with a highly developed sense of ethics who will foster trust.
- Experience and proficiency in budgetary development, management and analysis.
- Experience with oversight of complex, interrelated programs in a mission-based organization.
- Working knowledge of current and innovative uses of technology to deliver products and services to members and stakeholders on a global platform.

Required Education and Experience

- Advanced degree in a relevant discipline.
- Strong background and/or experience in analytical chemistry and statistical analysis.
- A minimum of 7 years of relevant experience, with management/senior leadership positions in applicable functional areas.
- Experience developing departmental strategies, goals, objectives, and priorities aligned with organizational goals.
- Experience developing budgets, monitoring progress, and making regular financial projections against annual goals.
- Excellent management, organizational, interpersonal and communication skills.

- Effective interpersonal skills with the ability to interact professionally and effectively with all levels of staff, members, and stakeholders.
- Accustomed to international travel in economy class.
- Ability to use and understand basic computer programs, current technology, and office equipment.

Additional Desirable Qualifications

- Ph.D. in relevant discipline.
- Direct experience in areas of fats and oils science or technology.
- Experience with managing, or participating in, laboratory proficiency testing programs.
- Experience with managing, or participating in, collaborative studies.
- Experience working with regulatory issues and/or international standard setting bodies (e.g., Codex Alimentarius, International Organization for Standardization).
- Experience with international standard setting bodies (e.g., ISO, Codex).

Location

AOCS operations are virtual and staff are largely dispersed and work remotely. Qualified candidates must be based in the United States; we will consider candidates outside of Illinois.

Compensation

Competitive compensation and benefits will be offered to the successful candidate.

About AOCS

The American Oil Chemists' Society (AOCS) is a diverse, global network of empowered scientists and professionals, working together to advance the science and technology of oils, fats, proteins, surfactants and related materials, enriching the lives of people everywhere.

Founded in 1909, AOCS seeks to improve the well-being of the global population by driving advancements in health and nutrition, hygiene, safety, and environmental sustainability. We accomplish this by fostering both fellowship and a shared intelligence among professionals and researchers who work to advance the science and technology of oils, fats, proteins, surfactants and related materials and by providing analytical testing methods and related services in support of global trade and research.

AOCS is an international organization with 2500 members and 28 staff, headquartered in Urbana, Illinois.

For more information, visit AOCS online:

[AOCS Website](#)

AOCS on social media: [Linked In](#) | [Twitter](#) | [Facebook](#)

Application Guidelines

Resume and cover letter outlining your interest and qualifications should be submitted as a single PDF document. For confidential consideration, please submit your resume and cover letter outlining your interest and qualifications to personnel@aocs.org no later than April 3, 2023.