

## **JOB POSTING**

### **BU Leader**

### **Location: Pointe-Claire, Quebec**

The pilot paper machine is a highly flexible tool for research, development and optimization. Recent updates in the headbox, forming and press sections have resulted in a machine that can be used not only for the optimization of existing grades but also for the development of new paper products covering a broad range of grammage (from tissue to paper board).

#### **POSITION TITLE**

BU Leader

The candidate will report to the Manager of the Papermaking Program on the technical, organizational and business side. More specifically, the duties associated with this position include:

#### **RESPONSIBILITIES**

##### **Organizational**

- The managerial responsibilities will include supervision and professional development of the machine crew. In regular intervals it might imply also supervising additional staff members assisting the core research team
- The contribution to machine trials will include scheduling, planning, preparation and execution of machine trials
- The organization of machine trials might include collecting sufficient trial crew, task assigning, collection of results, their preliminary interpretation and presentation to the client.

##### **Business Development**

- The business duties will include development and execution of a business plan
- Contract proposal preparation, attribution of contracts, budget preparation and cost control
- Preparation of marketing material and participation in the Company's promotion plan for the Business Units
- Communication with the clients from the initial contacts through to contract termination. In particular, these activities might include e-mail contacts, organization of conference telephone calls and meetings, hosting visitors during trials and during various pre-trial and post-trial meetings.

#### **CHALLENGES AND MAJOR ISSUES FACING THE NEW INCUMBENT FOR THE FIRST SIX MONTHS**

To become intimately familiar with the machine, to acquire and execute external and internal contracts, to become established as the authority in this Business Unit.

#### **EDUCATION AND EXPERIENCE REQUIREMENTS**

A degree in mechanical or chemical engineering or natural science or equivalent industry experience is required. Experience in the pulp and paper industry would be preferable and a Master's degree would be an asset.

#### **TECHNOLOGY KNOWLEDGE REQUIREMENTS**

- As the technical expert, the candidate will be responsible for continuous technical development, safe maintenance and operation of the pilot paper machine
- In this function, the candidate might co-author research reports that might be presented at conferences or published in the open literature.

**COMPETENCY REQUIREMENTS**

The candidate must be bilingual and will combine strong technical, organizational and marketing skills.

*Candidates are invited to submit their résumé to Jocelyne Séguin*

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