

Senior Plastics Procurement Technical Leader

ResinSmart by RTi Global · Remote (US) · Full-time · ~25% Travel

About ResinSmart

ResinSmart by RTi Global is the resin procurement intelligence platform built exclusively for the buyer side. We combine 5B+ lbs of real transaction data with hands-on consulting to help plastics processors — injection molders, blow molders, film extruders, compounders, and thermoformers — buy resin better.

Our ResinSmart platform and RESIN8 engine is built with benchmarks what clients are actually paying against verified market data and feedstock cost-build models. When a producer sends an increase letter, our clients know — before they respond — whether the numbers hold up. Cumulative client savings now exceed \$1 billion.

We work with PE-backed and independent processors of all sizes, with a lean, senior team that moves fast and values expertise over bureaucracy.

The Opportunity

This is a new capability, not a backfill. ResinSmart is expanding from price intelligence into technical procurement advisory — and we're hiring the person who makes that expansion real.

What we do today:

Benchmark what clients pay against real market data. Identify gaps. Help them negotiate from knowledge, not gut feel.

What this hire adds:

Material substitution studies. Grade consolidation. Application-level downgrade analysis. The work that requires someone who has stood in a plant, read a TDS, and understood why a spec exists — and whether it needs to.

No competitor in the resin advisory space offers this combination. We're building a moat that takes years to develop and can't be replicated by a market report or a data subscription. The right person joins at the founding of that capability.

The Role

The Senior Plastics Procurement Technical Advisor is a client-facing technical and procurement advisor — roughly 70% client-facing, 30% market intelligence contribution. You'll own technical workstreams while simultaneously managing procurement relationships: benchmark delivery, supplier negotiation guidance, and monthly market engagement.

You'll report to Michael Workman (Executive Director) and work closely with Tyler Wheeler (Senior Buyer Consultant Director) and Kevin Mekar (Senior Buyer Consultant Director). Over time, the role grows into independent account ownership with a path to consulting team leadership.

Technical Advisory (~40%)

- Lead VAVE and material substitution studies — identify alternate grades, qualify performance equivalency, and size savings opportunity
- Own spec rationalization and grade consolidation workstreams — reduce SKU complexity and build qualification roadmaps
- Conduct application-level downgrade analyses: PA6 vs. PA66, PPS alternates, PC grade evaluations, regrind ratio optimization
- Collaborate directly with client engineering and procurement leads to embed technical recommendations into sourcing decisions
- Serve as in-house technical validator for benchmark assessments on engineered grades — nylon, PC, POM, ABS, PMMA, TPO, PPS

Client Advisory & Procurement (~30%)

- Lead monthly client engagement calls using ResinSmart's structured market update and margin management framework
- Deliver RESIN8 benchmark assessments, spend analysis, and supplier negotiation guidance to assigned accounts
- Translate technical findings and market data into client-specific procurement strategy
- Identify and scope new savings opportunities as accounts evolve

Market Intelligence (~30%)

- Contribute to engineered resin intelligence — producer behavior, feedstock movements, nomination trends, supply/demand signals for specialty grades
- Support the Market Intelligence team in building monthly client-facing market update artifacts for engineered resins
- Help develop and maintain technical source relationships across producers, compounders, traders, and distributors

Year 1 Project Pipeline (Illustrative)

The following project types represent near-term opportunity across current and pipeline client accounts:

Project Type	Category	Timing	Est. Client Savings
PC GF10 VAVE — alternate grade evaluation	VAVE	Q1–Q2	\$150K – \$300K
POM grade consolidation (10 → 3 grades)	Spec Rationalization	Q1–Q3	\$80K – \$150K
PA6 vs. PA66 downgrade study	Downgrade	Q2	\$60K – \$120K
PPS 53GF alternate qualification	VAVE	Q2–Q4	\$100K – \$200K
Cable compound stabilizer right-spec	Process Utility	Q3–Q4	\$120K – \$250K
Blow mold regrind ratio optimization	Yield Optimization	Q3–Q4	\$75K – \$150K
Year 1 Total Pipeline			\$585K – \$1.17M

Who We're Looking For

The defining profile: an engineer who crossed into procurement. You have a genuine plastics or materials science foundation AND buy-side resin spend ownership. You've been accountable for a dollar figure. You've negotiated directly with producers — not just managed distributor relationships. You know what a TDS tells you and how it changes a sourcing decision.

Required

- Plastics engineering, polymer science, materials science, or chemical engineering degree — or equivalent applied foundation
- Buy-side resin spend ownership — you've had a number on your desk and been accountable for the outcome
- Direct producer negotiations — not distributor-only relationships
- Hands-on familiarity with injection molding, blow molding, or other processing applications
- Client-ready communication — equally comfortable with engineering leads and procurement executives

Strong Plus

- Engineered resin depth — nylon (PA6/PA66), PC, POM, ABS, PMMA, TPO, PPS
- VAVE, material substitution, or alternate qualification project experience
- Grade consolidation or spec rationalization at scale

- RJG certification or scientific molding knowledge
- Experience managing recycled or sustainable resin programs

Compensation & Benefits

Component	Detail	Notes
Base Salary	\$120,000 – \$160,000	Commensurate with experience
Annual Bonus	20% of Base Target	Company + individual performance
Benefits	Health, dental, vision; 401(k); PTO	Full standard package
Travel	~25%	Client visits, MAPP, trade events
Location	Remote (US)	Home office

Why ResinSmart

- No bureaucracy — small, senior team with direct access to leadership and real scope from day one
- First-mover advantage — you're building a technical advisory capability that doesn't exist anywhere in the resin intelligence space
- Platform backing — your work is supported by 5B+ lbs of real transaction data and a decade of feedstock intelligence
- Growth path — independent account ownership and consulting team leadership for the right person
- Mission that matters — plastics processors are negotiating against well-resourced producers. You're on the buyer's side

How to Apply

Send your resume and a brief note on your buy-side resin experience to:

Michael Workman, Executive Director · mworkman@resinsmart.ai · 214-984-2977

This search is active and moving quickly. The right candidate won't be on the market long.