

# Regulatory and Certifications Specialist

Location: *Alberta, Canada*

Job Type: *Full-Time*

Compensation: *Competitive and based on experience*

## **Lead Regulatory Execution Across North America and International Markets Ensure Products Move to Market Without Friction**

Black Earth develops advanced soil and crop input technologies built from the world's highest quality Humalite deposit in Alberta, Canada. This unique resource produces highly active humic substances with exceptional purity and consistency. Our technologies improve nutrient efficiency, soil structure, and crop performance under real field conditions.

We are scaling rapidly across North America and international markets. Regulatory execution is critical to maintaining speed and ensuring product access across all regions.

We are seeking a high-output operator to own all regulatory and certification activities across the business.

This role focuses on execution, compliance, and maintaining momentum across all product lines.

### **Position Summary**

This role is responsible for all regulatory and certification activities across current and future products.

The successful candidate will manage registrations, certifications, and compliance across Canada, the United States, and international markets. This includes fertilizers, biostimulants, and related products.

This is a hands-on role focused on execution and accountability.

### **Essential Duties and Responsibilities**

#### **Regulatory Management**

- Manage all product registrations across Canadian federal and provincial systems
- Manage US state registrations across all required jurisdictions
- Maintain compliance with CFIA, state departments, and other governing bodies
- Track regulatory changes and ensure products remain compliant

#### **Certifications and Compliance**

- Manage organic certifications including OMRI and equivalent programs
- Manage Fertilizer Canada and TFI requirements
- Maintain all required documentation for audits and approvals
- Ensure product claims align with regulatory frameworks

#### **Product Support**

- Work with R&D and commercial teams to support new product launches
- Guide formulation and labeling to meet regulatory requirements

- Review product labels and marketing materials for compliance
- Ensure all products meet requirements before market release

### **International Regulatory**

- Support expansion into new international markets
- Identify regulatory pathways for product entry
- Manage documentation and submission requirements
- Coordinate with external partners where required

### **Process and Ownership**

- Build and maintain a centralized regulatory system
- Track all submissions, approvals, and renewals
- Act as the single point of accountability for regulatory matters
- Maintain clear communication with internal teams

### **Education and Experience**

- 5 or more years of experience in regulatory, compliance, or related roles
- Experience in fertilizers, biostimulants, or agriculture is preferred
- Strong understanding of CFIA and US state regulatory systems
- Experience with organic certifications and industry standards is an asset
- Ability to work independently and manage multiple priorities
- Post-secondary education in agriculture, science, regulatory affairs, or a related field is preferred

### **Skills/Competencies**

Strong attention to detail

Ability to manage multiple regulatory processes at once

Clear and direct communication

High ownership of outcomes

Comfortable working across multiple jurisdictions

Ability to move quickly while maintaining accuracy

Strong organizational skills

### **How to Apply**

Please submit your resume or CV along with a cover letter outlining relevant formulation experience to [crwilliams@westmetgroup.com](mailto:crwilliams@westmetgroup.com)