



## **Field Application Scientist**

### **Location: Houston, TX**

#### **COMPANY OVERVIEW**

Nexcelom Bioscience is a developer and marketer of image cytometry products for cell analysis in life science and biomedical research. Products range from cell viability counters (Cellometer) to high throughput microwell image cytometry workstations (Celigo), used in thousands of research laboratories in academic institutes, and pharmaceutical and biotech companies. The company contributes to the life science industry through innovation and expertise in the science of cell counting. The product family includes instruments, consumables and reagents. Nexcelom customers engage in a wide variety of research, including cancer research, immunology, stem cell research, neuroscience, etc. Nexcelom offers different Cellometer models to count and analyze cell lines and primary cells, through bright field and fluorescence imaging modes. In addition, Celigo is a powerful high image quality, high throughput image cytometry system for adherent and suspension cells in microwell plates. Nexcelom Bioscience is a fast-growing company in a huge market. With its headquarters and manufacturing facilities in the Boston area, the company currently has around 80 global employees, who are fast-paced, customer-centric, helpful to colleagues and customers, and passionate to make an impact in life science.

Nexcelom is committed to continued development and personal growth of our employees. We provide technical training, job orientation, and opportunities for continued education in business development and technical skills.

#### **PURPOSE AND SCOPE**

Seeking well-trained scientist who is technically strong to collaborate with and support territory business, give demonstrations and technology seminars, install instruments, and provide in-field technical support and customer service. Must be willing to roll up sleeves to help customers set up experiments and analyze data, and have the drive and ability to network and make connections to identify prospects and propagate Nexcelom technology and products. Territory is TX, LA, AR, OK, NM, CO, UT, WY.

#### **DUTIES / ACTIVITIES**

- Conduct product demonstrations at customer sites and remotely
- Perform instrument installations and train customers remotely and at customer sites
- Present Nexcelom technology and applications at various scientific seminars and conferences
- Collaborate with territory sales manager for local prospecting activities
- Participate in local vendor shows to develop local contacts
- Collaborate with territory sales manager and customers to resolve product issues
- Participate in national and regional trade show activities as needed
- Collect feedback from the field and document all detailed info to improve Cellometer and Celigo products and applications
- Generate technical demonstration reports as well as customer interaction memos
- Keep good record of technical report and customer interaction information
- Attend company organized internal and external technical training, sales skill training, and career development training



## **EXPERIENCE AND REQUIRED SKILLS**

- Candidates must have strong communication skills with the ability to work in a multidisciplinary team environment
- Experience with cell biology, cell culture, and cell based assay development are required
- Expertise in the following areas is considered a plus: hands-on experience with either fluorescence microscopy or flow cytometry is preferred, in addition to fluorescent immunocytochemistry and protein chemistry experience.
- Computer software experience for image or flow-based analysis, data acquisition, and interpreting experimental results is preferred.
- Working experience in biology labs is required.
- Familiarity with biological material and safety protocols.
- Strong interpersonal and customer service skills.
- Experience in customer service in a sales environment is preferred.
- Ability to problem solve is a must.
- Previous experience as a field application scientist or in a customer facing role is highly preferred.

## **TERRITORY COVERED:**

- This listing is for a Specialist to cover the following states: TX, LA, AR, OK, NM, CO, UT, WY
- The candidate would ideally be based in the Houston area
- Travel to other states as needed for business development and team building activities
- Travel is approximately 50%
- Mileage on a personal vehicle will be reimbursed and a company credit card can be used for other travel expenses

## **EDUCATION:**

PhD with research experience in cell biology, immunology, molecular biology, biochemistry, bioengineering or related field.

## **CONTACT:**

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*The duties listed in this job description are intended only as illustrations of the various types of work that may be performed. The omission of specific statements of duties does not exclude them from the position if the work is similar, related, or a logical assignment to the position.*