



## **Field Application Specialist**

### **Locations: Houston, San Francisco, New York, Chicago**

#### **COMPANY MISSION**

At Nexcelom Bioscience, we design, develop, and manufacture innovative devices for cell-based assays. We combine the most advanced material science, polymer manufacturing technologies, optical materials, and instrument design to provide a new generation of assay devices that provide new tools for cell-based assays.

#### **PURPOSE AND SCOPE:**

Seeking well-trained scientist who is technically strong, to collaborate with and support sales representatives, give demonstrations and technology seminar, install instruments, and provide in-field technical support and customer service. Must be willing to roll up sleeves to help customers set up experiments on Cellometer, and have the drive and ability to network and make connections to identify prospects and propagate Cellometer technology and products.

#### **DUTIES / ACTIVITIES:**

- Conduct product demonstrations at customer sites and remotely
- Perform instrument installation and train customers remotely and at customer sites
- Present Cellometer technology and applications in various scientific seminars and conferences
- Collaborates with sales rep for local prospecting activities
- Collaborate with Sales Reps and customers to resolve product issues
- Participate national and regional trade show activities
- Collect feed backs from the field and document all detail info to improve Cellometer products
- 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: fluorescent chemistry, protein chemistry, as well as hand-on experience with fluorescence microscopy and flow-cytometry technology
- Computer software experience for analysis image and data and interpreting experimental results is preferred
- Working experience in biology labs
- Familiarity with biological material and safety protocols
- Strong interpersonal and customer service skills
- Experience in customer service in a sales environment
- Ability to problem solve is a must
- Overnight travels



**EDUCATION:**

- M.S., or PhD with research experience in cell biology, immunology, molecular biology, biochemistry, or related field. Technical Sales experience is preferred.

**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.***