

Senior Applications Scientist

About us: We are a venture-backed commercial stage startup developing Multiplexed Ion Beam Imaging (MIBI), a Stanford University technology for measuring protein expression in tissue samples. MIBI uses mass spectrometry in combination with antibodies labeled with rare earth elements to simultaneously image dozens of proteins on a single tissue section. Compared to existing tissue-based imaging approaches, MIBI offers a huge increase in simultaneous targets, as well as high resolution, 3D imaging, and incredible sensitivity. From a scientific point of view, MIBI is exciting because it allows for previously incomprehensible complex biological interactions to be visualized and understood. Researchers and clinicians are using MIBI to unravel the mysteries of diseases like cancer, neurodegeneration, and autoimmunity. Read more here: <https://doi.org/10.1016/j.cell.2018.08.039>

About you: You're a seasoned Application Scientist with significant experience in developing application notes and scientific sales collateral across research areas like immuno-oncology and neuroscience. Your scientific background enables you to collaborate with pathologists, department heads and PIs to develop new methods and applications. You've worked with cutting-edge technology and have developed content to present at conferences, workshops/seminars and during pre-sales discussions. You're collaborative, enjoy pushing the boundaries of science and are able to take initiative and work independently.

Duties:

- Lead scientific content development for MIBI platform
- Develop application notes, white papers, and tech. content to support the sales team
- Lead scientific customer collaborations to drive publications.
- Be the scientific representative and present MIBI applications at relevant conferences, customer workshops, and pre-sales meetings.
- Write scientific content such as application pages on a company website
- Work directly with product management to build customer-driven product solutions such as new protocols, panels, and applications for MIBI.
- Collaborate with research services and informatics teams to produce sales and marketing material.

Requirements:

- Ph.D in biological sciences or related fields
- 3+ years of experience as an application scientist
- Experience in building and developing scientific content like application notes, white papers and sales collateral through customer collaborations.

- Ability to review publications and evaluate trends in the fields such as immuno-oncology & neuroscience.
- Experience in giving presentations, webinars, and seminars at conferences and scientific meetings.
- Experience in customer engagement and discussions through pre-sales meetings in academic and pharma environments
- Experience working with tissue analysis, imaging, IHC, ISH or other antibody-dependent assays.
- Start-up experience a plus.
- Excellent organizational and communication skills.
- Travel up to 50%.

For more information or to apply, please contact recruit@ionpath.com.