

## Marketing 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 scientist with significant experience in research areas like immunology or neuroscience. Your scientific background enables you to understand the customer's needs in different research application and articulate the features and benefits of a new technology to fit these needs. You've worked with cutting-edge technology and have developed content to present at conferences, workshops/seminars. You have solid writing skills and have written articles or application notes. You're collaborative, enjoy pushing the boundaries of science and can take initiative and work independently. You are interested to switch and embrace a new career in a dynamic startup.

### Duties:

- Develop and write scientific content like application notes, white papers and application web page in collaboration with internal team and early access sites.
- Participate to the elaboration of product collateral like brochure, spec sheet, catalog to support product launches and promotion.
- Collaborate with internal team (Services, Bio-informatic) to develop content to support IONpath partnership services.
- Develop focused customer-facing presentation (pre-sales, conferences or user-meeting).
- Be the scientific representative and present MIBI applications at relevant conferences, customer workshops and occasional pre-sales meetings.

### Requirements:

- Ph.D in biological sciences or related fields

- Ability to review publications and understand technical needs in different application areas such as immuno-oncology, neuroscience, infectious disease and immunology.
- Excellent oral and written skills in English
- Experience in giving presentations, webinars, and seminars at conferences and scientific meetings.
- Experience working with tissue analysis, imaging, IHC, ISH or other antibody-dependent assays.
- Experience in tissue imaging analysis (using software like HALO) and complex data analysis is a plus.
- Excellent organizational and communication skills.
- Capacity to work independently in a fast-paced environment.
- Travel up to 25%.

This is an entry level position.

For more information or to apply, please contact [hire@ionpath.com](mailto:hire@ionpath.com).