



Job Description: Automation Applications Specialist

The Top Line

This is your chance to join an awesome, growing and fast-paced company creating unbelievably cool life science products! If you're psyched to join an ever-changing, dynamic environment, if you like to play with new tools, and you like your work to be visible and make a difference, this is the place for you.

This is a one of a kind opportunity for highly motivated individual that wants to join a fast-paced and growing marketing team. You're a scientist who wants to leverage your scientific knowledge and problem-solving skills and apply them to automation applications to help other scientists do their work better and faster.

The Job

- Become the go-to technical person for real world applications of our Freeslate, Junior, and Grunt automation product lines
- Design and execute experimental plans to generate proof-of-concept data to support workflow applications for a variety of biologics applications
- Contribute to the writing and production of collateral for a technical audience, including application and technical notes, posters, and other customer-facing collateral
- Support product managers in developing an applications roadmap with a primary focus on experimental data and collateral that supports the sales process
- Support the field team by generating proof-of-concept data necessary to drive lead generation
- Work closely with product managers on training the sales team; be the go-to resource for training sales specialists and workflow specialists on current and new applications on automation product lines
- Create and present content at tradeshow and conferences including posters and oral presentations

Qualifications

- You have a strong background in protein science or chemistry: PhD preferred, but BS/MS with 5+ years' industry experience also considered)
- You are self-motivated, you do not shy away from responsibility and you want to be challenged
- You are detail oriented and organized
- You find a way to get things done, either by figuring it out yourself or knowing who to ask
- You are a problem solver and can figure out how equipment works (and occasionally, how it does not)
- You have excellent communication skills and can interact comfortably with a diverse group of scientists, engineers, marketing and salespeople
- Technical writing abilities would be a plus
- Willing to travel as business requires but this is minimal (10% or less)
- Will lift heavy items occasionally