

Seeking Field Application Scientist to join our expanding team

Ceres Nanosciences Inc. (“Ceres”) Ceres Nanosciences Inc. (“Ceres”) is engaged in the research, development, and commercialization of innovative sample preparation products, based on its proprietary Nanotrap® particle platform. Nanotrap® particles capture, concentrate, and preserve the most valuable analytes, enabling early and accurate detection of diseases such as cancer, cardiac, neurological, and infectious diseases, resulting in improved patient outcomes and reduced health care costs.

Role Description:

- Field based role, ability to travel up to 75% of each week
- Contribute to the achievement of financial targets set yearly on the dedicated territory according to company strategy through pre and post sales support
- Promote Ceres Nanosciences Nanotrap particle and reagent products
- Support local sales team in technical customer discussions, presentations, and trainings
- Conduct Nanotrap Particle demonstrations
- Provide scientific and technical support on reagents and particles
- Ensure on time implementation delivery
- Provide both onsite and remote phone support to customers for assay and QC related questions
- Advise the customer on protocol optimization
- Perform alpha and beta site testing
- Ensure customer satisfaction
- Collaborate with R&D, Product Management, and Marketing to identify key customer requirements for future product development efforts
- Report trends in the application domain
- Prepare and present seminars and posters at conferences

Required Credentials:

- Master’s degree, PhD preferred, in Biochemistry, Biophysics, Protein Science, Biology, Molecular Biology, or related field
- Minimum of 3 years of experimental design, troubleshooting, and wet lab experience in analytical protein biochemistry
- 3+ years hands-on experience in HPLC and protein mass spectroscopy techniques
- Minimum of 1 year customer facing experience
- Strong interpersonal, presentation and communication skills
- Demonstrated excellent customer relations/service skills
- Goal oriented, results driven
- Works independently and team oriented
- Networking skills to grow the business
- Proficient in computer skills (Excel, Word, PowerPoint, Business Google, Salesforce)
- Demonstrated excellent time management and organization, project management skills

Diversity and Inclusion

Studies have shown that women and people of color are less likely to apply to jobs unless they meet every single qualification. At Ceres Nanosciences we are dedicated to building a diverse, inclusive, and collaborative workplace. If you’re interested in this role but your past experience doesn’t align perfectly with every qualification in the job description, we encourage you to apply.

Interested candidates should email a cover letter and CV to jobs@ceresnano.com