Seeking 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:

The Application Scientist will work closely with Senior Scientists and other members of the Applications and Business Teams to develop new methods, generate data, and conduct method transfer and training for infectious disease detection and surveillance customers and collaborators. The Application Scientist will be required to:

• Become proficient in Nanotrap® Particle methods and protocols for virus capture and concentration and RNA extraction.
• Design and conduct experiments using immunoassays, RT-PCR, and other testing methodologies. Ensure the prompt and accurate completion of experiments. Analyze and summarize the resulting data.
• Perform method validation studies and other R&D-related work.
• Provide scientific, technical, and applications support during pre- and post-sales activities.
• Support the sales team by using critical thinking to identify customer needs and to demonstrate the correct product solutions to meet those needs.
• Develop and present complex material to potential customers in an easy-to-understand manner while being able to handle objections and questions professionally.
• Help customers rationalize purchases by providing assistance in assay development, data generation, report preparation, and presenting results.
• Promote customer satisfaction by providing product and application information, answering inquiries, investigating complaints and taking appropriate action.
• Keep an up-to-date laboratory notebook detailing methods used and experimental designs.
• Provide support for all laboratory functions including inventory of reagents, stocking of reagents, general housecleaning, and safety.

REQUIRED CREDENTIALS:

• Bachelor of Science in biology, chemistry, environmental science or related science or engineering field with 2+ years of experience OR Master’s of Science in biology, environmental science, or related science or engineering field.
• Two years of experience in biological or diagnostic assays, including molecular RT-PCR and/or sample preparation methods.
• Strong ability to communicate clearly, verbally and in writing, with customers and technical and/or business development representatives at all levels.
• Experience using automated liquid handling or sample processing instrumentation preferred.
• Experience in wastewater or environmental testing is preferred.
• Experience in RNA sequencing is preferred.
• Strong attention to detail and organization.
• Ability to be flexible with day-to-day tasks.
• Strong ability to communicate clearly, verbally and in writing, with customers and technical and/or business development representatives at all levels.
• Demonstrate great interpersonal skills to develop multi-level and multi-functional relationships; including customers, field-based and in-house support personnel and highly motivated sales colleagues.
• Ability to travel overnight up to 60% of the time.
• Collaborative, positive, creative, and self-directed.
• This position will be home office based and the candidate must be located in the Manassas, Virginia area.

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