

About Ceres Nanosciences: *Ceres Nanosciences is a growing life sciences company developing innovative sample preparation technologies that improve the detection and analysis of low-abundance biomarkers and pathogens. Our proprietary Nanotrap® particle technology is used across applications in infectious disease, biosecurity, liquid biopsy, and proteomics. We work with leading academic institutions, government agencies, public health laboratories, and commercial partners around the world to improve R&D, disease diagnostics, and public health outcomes.*

Position Overview: Ceres is seeking a motivated and energetic Sales & Marketing Associate to support commercial growth initiatives across our product portfolio. This is an excellent opportunity for a recent graduate or early-career professional interested in gaining hands-on experience in the biotechnology and life sciences industry.

This role combines elements of sales support, digital marketing, customer engagement, and business development. The ideal candidate is organized, curious, comfortable communicating professionally, and excited to work in a fast-paced entrepreneurial environment.

Responsibilities:

- Customer Management:
 - Conduct outreach to customers through email, phone, LinkedIn, and other digital channels.
 - Maintain regular communication with customers regarding products, publications, webinars, and promotions.
 - Work collaboratively with field applications and sales teams to support customer communications.
 - Coordinate customer follow-up activities for sales team.
- Marketing and Lead Generation:
 - Support Lead prospecting and CRM management.
 - Create and organize marketing collateral, presentations, and customer-facing materials, including customer success stories, testimonials, and case studies. Coordinate marketing campaigns, email outreach, and social media activity.
 - Support conference and trade show preparation.

Qualifications:

- Bachelor's degree preferred (biology, marketing, communications, business, or related field).
- Strong written and verbal communication skills, excellent organizational skills and attention to detail.
- Ability to manage multiple projects and meet deadlines. Self-motivated with the ability to work independently and collaboratively.
- Proficiency with Microsoft Office, Google Workspace, and general business software.

Preferred (But Not Required):

- 1-3 years of experience in customer success, marketing, sales, or customer engagement.
- Familiarity with CRM systems or digital marketing tools.
- Experience creating presentations or marketing content.
- Interest in biotechnology, diagnostics, public health, or life sciences markets.

What We Offer:

- Opportunity to join an innovative and growing life sciences company.
- Flexible hybrid work environment.
- Exposure to commercial strategy, biotechnology markets, and customer engagement.
- Collaborative and entrepreneurial culture.
- Competitive entry-level compensation and benefits.

Apply: Send your resume and a brief introduction describing your interest in the role to: jobs@ceresnano.com