

Seeking Field Application Scientist to join our expanding team

Ceres Nanosciences Inc. ("Ceres")

Ceres Nanosciences is a privately held company, located in Northern Virginia, focused on incorporating its novel Nanotrap® particle technology into a range of diagnostic products and workflows. The Nanotrap® particle technology can improve diagnostic testing by capturing, concentrating, and preserving low abundance analytes from biological samples. The Nanotrap® particle technology was developed with support from the National Institutes of Health, the Defense Advanced Research Projects Agency, the Bill and Melinda Gates Foundation, Schmidt Futures, the Defense Threat Reduction Agency, the Centers for Disease Control and Prevention, and the Commonwealth of Virginia. Ceres is a fast-growing company, with a strong presence in the infectious disease market, and active product development efforts underway for infectious disease, cancer, and proteomics applications.

ROLE DESCRIPTION:

This position will support the commercialization of a [Nanotrap product for capturing circulating tumor DNA](#). This position is ideally based out of the Manassas, VA Ceres Nanosciences headquarters and travels up to 75% of each week. This position will report to the VP of Sales and Marketing.

The position will:

- 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 solution 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, Marketing to identify key customer requirements for future product development efforts;
- Report trends in the application domain; and
- Prepare and present seminars and posters at conferences.

REQUIRED CREDENTIALS:

- Master's degree, PhD preferred, in Molecular Biology, Biochemistry, Genetics, Biology, Bioinformatics, or related field.
- Minimum of 5 years of experimental design, troubleshooting, and wet lab experience in the oncology and liquid biopsy field.
- 3+ years shown experience in oncology molecular bench techniques (DNA and RNA extraction through sequencing) including three or more years of experience using Illumina or Oxford Nanopore NGS platforms.

-
- 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, Google Business, Salesforce).
 - Demonstrated excellent time management and organization, project management skills.

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