



Field Application Scientist (FAS) West Coast

Axion BioSystems Description

Axion BioSystems, an early stage company located in Atlanta, GA, has developed the industry's first high-throughput microelectrode array (MEA) product line. MEAs are used for the *in-vitro* investigation of networks of electrically active cells (e.g. neurons, cardiac cells, muscle cells etc.) for screening compounds, chemicals, toxins etc. When combined with modern stem cell culture technologies, Axion's platform allows scientists to model human heart-beats and brain activity in a dish. We are looking for an energetic person comfortable with science and skilled at selling. As a member of a start up team, applicants should also be comfortable taking on additional roles within a fast-paced, performance-driven environment.

Duties and Responsibilities

- Provide scientific, technical, and applications support during pre- and post-sales activities
- Schedule and manage demos, instrument installations, and trainings as required
- Develop and present complex material to potential customers in an easy to understand manner while being able to professionally handle objections
- Support the sales team by using critical thinking to identify customer needs and to demonstrate the correct product solutions to meet those needs
- Help customers in justifying equipment purchase by offering assistance in assay development, data generation, preparing reports, and presenting results
- Maintain updated customer information in Salesforce.com
- Maintain knowledge of competitive products and technologies
- Provide feedback to sales management regarding market dynamics, product performance, competition, and market potential
- Promote customer satisfaction by providing product and application information, answering inquiries, investigating complaints and taking appropriate action
- Assist the sales team in generating sales leads by developing customer relationships and collaborations to facilitate the preparation of materials for technical materials, seminars, scientific meetings and other publications

- Serve as a communication bridge between end-users and internal development groups and management being the “voice of the customer”
- Participate in market development activities by expanding our knowledge of the competition and marketplace

Skills and Qualifications

- BS, MS, or PhD in cell biology, molecular biology or a related science
- Ability to work independently from a home-based office
- Ability to travel 50% within the assigned territory
- Attend national trade shows when needed
- Excellent communication and interpersonal skills
- Professional demeanor
- Strong work ethic and desire to succeed
- Self-starter that exhibits strong creativity and resourcefulness
- Strong organizational skills
- Ability to prioritize and manage multiple tasks
- Efficiently works under pressures and within deadlines
- Ability to work well in a team environment
- Self-confident and outgoing personality

Target Market

Pharma/Biotech accounts - Basic research, Tox, Safety, Core & HTS labs
 Academic accounts - all life science research, disease areas, Core & HTS labs
 Government accounts – FDA, NIH, DOD
 CROs

Territory: San Francisco or San Diego bases

Field based employees will receive company laptop provided and be reimbursed for mileage, and travel expenses.