

## Scientist - External Collaborations

### Company Overview:

At Axion, we empower our scientists and engineers to develop the tools that lead to new discoveries and better clinical outcomes. Our products are actively used in ground-breaking research in the fields of neurodegenerative disease, cancer immunotherapy, and cardiac safety. Located in Atlanta, GA, you'll join a team that is skilled, passionate, and supportive. If you want to be a part of a company that is on the leading edge of scientific research, Axion may be the place for you.

### Position Overview:

We are looking for a motivated and detail-oriented scientist with immuno-oncology experience to join Axion's Product Management team. Our team works to guide product development and commercialization of Axion's bioelectronic assay systems. This extends from increasing the applicability of the existing systems and consumables, to developing new products or applications for the company. Specifically, this role will play a key part in establishing and supporting collaborations with Key Opinion Leaders outside of Axion to develop immunotherapy applications. Additionally, this role will support scientific marketing and lead generation efforts in immuno-oncology. Applicants should be comfortable taking on additional roles within a fast-paced, performance-driven environment.

### Duties and Responsibilities

- Provide scientific, technical, and applications support for external collaboration projects
- Provide guidance for cell-based assays and experiments at collaborative customer sites
- Assist collaborators with assay development, data generation, preparing reports, and presenting results
- Present complex material to potential customers in an easy-to-understand manner while being able to professionally handle objections
- Identify and qualify sales leads by conducting research and contacting prospects
- Assist the marketing team by writing white papers, application notes, leaflets, abstracts, posters, and slides on products and new applications
- Attend national trade shows to present research and promote Axion products
- Maintain knowledge of competitive products and technologies

### Skills and Qualifications

- BS, MS, or PhD in cell biology, molecular biology, biomedical engineering or a related science
- Experience with cell-based assays in the field of immuno-oncology
- Excellent written, verbal, and presentation communication skills
- Strong organizational skills





- Professional demeanor
- Strong work ethic and desire to succeed
- Self-starter that exhibits strong creativity and resourcefulness
- Ability to manage time well across multiple projects in parallel
- Ability to work efficiently under pressures and within deadlines
- Ability to work well in a team environment
- Self-confident and outgoing personality
- Ability to travel to trade shows a few times a year
- Fluent in written and spoken English
- U.S Citizenship or permanent residency required

To apply for this position, please send your resume and cover letter to [careers@axionbio.com](mailto:careers@axionbio.com).

