
Field Application Scientist – NGS Research Services (Remote)

About the job

Do you want to apply your talent and expertise in making a difference by helping researchers answer important scientific questions? If so Psomagen is the right place for you. As a key member of the commercial team, the Field Application Scientist will be the scientific liaison to customers for understanding their research needs and promoting Psomagen's research services. Working closely with the sales team, you will support new customers to address their technical questions and nurture them to become longstanding users. In this customer-facing role, you will also work cross-functionally with Marketing, Project Management, and Laboratory Operations to drive customer adoption. A strong understanding of the NGS (next-generation sequencing) market, applications, and customer base is essential for the success of this individual.

Responsibilities

- Support the Sales team drive adoption of Psomagen's research services by new and existing customers within the United States
- Provide scientific training and support to customers for increasing their understanding of Psomagen services
- Partner with Sales and internal stakeholders to maximize the customer experience
- Develop and maintain relationships with customers and manage the overall relationship with accounts
- Actively research and monitor new developments in NGS-based applications catered to research and clinical use
- Be a conduit between the company and the customers to bring back feedback to more effectively address customer needs
- Deliver scientific presentations at conferences and seminars

Minimum Qualifications

- M.S. or Ph.D. degree in Genetics, Genomics, Molecular Biology or other Life Sciences-related fields
- Professional experience in a customer-facing role
- >2 years of hands-on laboratory experience with NGS instruments and kits
- Broad knowledge of NGS applications such as whole-genome sequencing, exome sequencing, RNA-seq, microbiome, and single-cell analysis
- Excellent oral and written communication skills including the ability to communicate with all levels within and outside the company

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- Capacity to work independently with minimal supervision
 - Occasional overnight travel including customer visit, attending conferences and business meetings

Preferred Qualifications

- Ph.D. degree
- Previous experience in supporting a sales organization
- Previous experience working for a NGS-based service provider

Geographic Location

- This is a field-based remote position
- The ideal candidate will have residency in the Washington DC, Boston or New York City area.

Benefits

- Medical, dental, and vision insurance (Monthly insurance premium is covered 100% by the employer)
- 401(k) Plan + 5% company match
- Cashable/Non-cashable time-off vacation
- Long-term employment cashable vacation
- 2-hour off for an annual check-up
- Money Gifts for congratulatory/condolences
- Wellness programs and allowances

Company Overview

Psomagen, Inc., founded in 2004 in Rockville, MD, is at the forefront of genetic and genomic testing. The company offers cutting-edge genomic services through next-generation and Sanger sequencing with data analysis services for applications in basic research and clinic diagnostics. The service laboratory has been certified under the Clinical Laboratory Improvement Amendments (CLIA) and accredited by the College of American Pathologists (CAP), which demonstrates the highest level of quality and safety in the market.

Listed on the KOSDAQ in July 2020, the company is rapidly expanding its business from B2B to B2C and from Research to Clinical markets. The company has broadened the capabilities in the healthcare space such as at-home kits for analysis of genetic traits and microbiome profiles. With CLIA-certified and CAP-accredited laboratories, the company is looking to further expand service offerings in the clinical laboratory diagnostics market such as a laboratory-developed test (LDT) for COVID-19.