



Applications Scientist

Full-time (Exempt)

Location: Chicago, IL

Reports to Chief Operating Officer

Position Overview: We are seeking an individual who has extensive hands-on experience developing and optimizing ELISA/Immunoassays for diagnostics and drug discovery and development. The Applications Scientist will support our diverse and rapidly growing partner and customer base. This person will be a key member of the science team, working with the applications team, R&D, sales, marketing, and manufacturing. Strong communication and interpersonal skills are needed, along with self-motivation and a drive for success.

Responsibilities include but are not limited to:

- Work with customers to determine and understand their needs
- Visit potential customer labs throughout the United States to apply Sword's detection technology to customer immunoassays
- Able to evaluate ELISA results and troubleshoot customer assays and provide input on best practices
- Provide hands-on assistance and product support to customers as needed
- Provide technical expertise in support of sales organization's efforts, including giving technical presentations and taking the lead on customer technical discussions
- Work internally to ensure that Sword Diagnostics products meet our customer's needs
- Take the lead on customer technical discussions
- Collaborate with marketing on all customer facing documents (i.e., product inserts) to ensure clear and accurate information
- Represent the company at meetings, conferences, and trade shows
- Other duties and responsibilities as assigned

Required Qualifications:

- PhD or Master degree in biological sciences, molecular biology, or related field
- Minimum of five (5) years of experience in ELISA development and optimization
- Strong immunoassay, molecular biology skills
- Strong customer focus
 - Experience supporting customers
 - Able to represent the customer's needs within the organization
- Able to think on their feet, troubleshoot, quickly define problems and develop a plan to rectify the situation
- Comfortable explaining technical material to a disparate range of potential customers
- Must be organized and able to balance multiple priorities and projects
- Strong written/verbal communication skills and presentation skills
- Able to work independently within a team setting while exhibiting a strategic focus on corporate goals
- Proven ability to influence cross-functional teams without formal authority

Please send Cover Letter, Resume and Salary requirements to hr@swordbio.com.