

Applications Scientist – Life Science Business Unit

Shimadzu Scientific Instruments is one of the largest suppliers of analytical instrumentation, physical testing, and environmental monitoring systems in the world. Our products include Gas Chromatographs, Liquid Chromatographs, Mass Spectrometers, Total Organic Carbon Analyzers, UV-Vis Spectrometers, Fluorescence, Atomic Absorption, IR, X-Ray, and Universal Testing Machines. In 1975, SSI Corporate Headquarters was established in Columbia, Maryland and we currently have nine regional offices coast to coast.

POSITION SUMMARY:

The individual in this dynamic, team oriented position is responsible for providing real world applications solutions and high-level technical support for Life Science related products such as Biotech, MALDI... This Applications Scientist position requires exceptional communication and coordination skills, working closely with the customers, product managers, marketing and sales persons to drive sales and marketing opportunities. He/she must have hands-on experience with Biotech and MALDI instruments to provide applications development, sample analysis, training and demonstration. Also expected to prepare and present scientific material in support of marketing and sales at seminars and scientific conferences. This position focuses more on the end user desired applications and problem solving incorporating any of Shimadzu product lines to that end.

This position is to provide application solutions to promote the marketing and sales of Biotech products in the broad field for qualitative and quantitative purposes.

JOB FUNCTIONS INCLUDE, BUT ARE NOT LIMITED TO:

- A.) Assist with customer and research sample preparation.
- B.) Run customer samples and provide analysis reports to customers.
- C.) Provide demonstration and presentation of LC-MS and LC-MS/MS products to customers to support the sales effort.
- D.) Provide demonstration and presentation of Bio, LC-MS, LC-MS/MS products to customers to support the sales effort.
- E.) Provide demonstration and presentation of Spectroscopy products to customers to support the sales effort.
- F.) Provide demonstration and presentation of Protein Sequencer to customers to support the sales effort.
- G.) Develop application notes and other technical documents to support the sales and marketing effort.
- H.) Provide training, telephone, web and on-site technical support of LC-MS and Bio products.
- I.) Perform applications work as required to fulfill specific customer's and collaborator's needs.
- J.) Present technical marketing presentation at conferences, trade shows and at selected institutions.
- K.) Obtain market competitive information for LC-MS and Bio products and assist in its analysis for the sales force.
- L.) Cooperate with Shimadzu Subsidiaries worldwide.
- M.) Must travel overnight and drive, as the position requires both domestically and internationally.
- N.) Prepare monthly reports to include lab activities, research results and market related issues.
- O.) Provide technical support to customers by phone, email, webinar and on-site visits.

- P.) Prepare and/or review marketing materials as required.
- Q.) Assist with all other duties as assigned.

SCOPE:

This position's primary focus is to provide technical expertise and applications development to our customers, sales force, technical support and service personnel of Life Science Products to ensure that Shimadzu meets or exceeds its goal and objectives. This person must be the expert in all facets of application fields using Life Science products for qualitative and quantitative analysis.

KNOWLEDGE REQUIREMENTS:

CASUAL	WORKING	THOROUGH
Japanese culture Shimadzu products	Chemistry Sample Techniques Biotechnology Computer skills	HPLC/LC-MS Hardware/Software Applications Development Customer Relations Organizational and Presentation Skills FPLC Spectroscopy Applications/Hdw/Sw

PROBLEM SOLVING REQUIREMENTS:

The individual in this position is required to solve complex problems within limited time frame with technical proficiency, scientific creativity and independent line of thought. The position requires extensive troubleshooting and isolation of variables in a methodical and efficient manner to solve customers and regional problems. The ability to work with a diverse group while allocating limited resources effectively.

EDUCATION AND/OR EXPERIENCE REQUIREMENTS:

Having passion on science and bench work, the individual in this position must have comprehensive expertise and hands-on experience on every aspect of LC-MS applications in qualitative and quantitative analysis. Thorough understanding of modern mass spectrometry and chromatography is required. He/she has to demonstrate a proven record of being a fast learner, excellent communicator and thoughtful team builder.

Incumbent must have at least a MS Degree in Chemistry (or a closely related field) while a Ph.D. is highly preferred. With Ph.D. degree, 2-5 years' experience is necessary; with MS degree, 5-10 years' experience is required. Marketing and/or business experience within a manufacturing or distribution business in chromatography and mass spectrometry a big plus.

Shimadzu Scientific Instruments is an Equal Opportunity / Affirmative Action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability, or protected Veteran status.