

**Job Title: Field Applications Specialist UK & EU**

If you specialize in protein characterization science and have hands-on working knowledge of bioanalytical tools such as DSC, FTIR, CD, SEC, UV-Vis and DLS - this is your chance to be an impact player at a company with an exciting game changing technology! This key Company position will lead protein biophysical characterization activities in EU and develop instrument workflows from sample preparation through characterization, analytics and reporting. At RedShift, we are pushing the boundaries of measurement solutions with a combination of tunable lasers, microfluidics, and analytical technologies to achieve radical improvements in performance and measurement capabilities in easy to use tools. We have developed major partnerships with industry leaders, attracted top talent to our executive and advisory teams, and received strategic and venture funding to support our product introductions and continue to build our team. Our team members are innovators who pushed beyond the status quo to create one of the most promising technology start-ups in the Boston area.

**Summary:** The Principal Field Applications Specialist UK & EU will be fully engaged in developing new protein bioanalytical science, product development and product marketing for the company. This will include closely working with our product team, from the development of test methodology and requirements through testing and qualification of the product. The candidate will lead protein characterization activities, including the development of new bioanalytical techniques, and development of instrument workflows from sample preparation through characterization, analytics and reporting. The candidate will work closely with the sales and marketing organization, supporting customer related protein characterization activities before and after product sales, and in the development of new applications. The candidate must have a strong background in biophysical characterization of therapeutic proteins or mAbs. The candidate must also be familiar with some (and preferably all) of the following analytical tools, including hands-on experience performing measurements and analyzing results: FTIR, DSC, CD, LC SEC, AUC, UV-Vis, and SLS/DLS. The candidate preferably must also have worked in the development of therapeutic proteins or mAbs, including in depth knowledge in discovery, pre-formulation or formulation, or in an analytics lab supporting these development areas. The ideal candidate will also have prior experience or aptitude in the marketing of instrumentation, with a demonstrated ability to engage with, as well as train, academic and commercial scientists on analytical instrumentation and its applications. The candidate will also take the lead role in generating scientific publications and presenting at conferences, both internally and in collaboration with outside partners. A strong commercial perspective is required, as is the ability to interact as an exceptional team player.

The position is based in the United Kingdom.

**Requirements / Education:**

- Ph.D. in Chemistry, Biochemistry or related field.
- 5-years' industry experience in the development of therapeutic proteins or mAbs.
- Deep knowledge of protein characterization and analytical tools

- Experience with CRM, Sales Process and strong demonstration skills.
- Strong problem solving, analytical, and communication skills and acts as Voice of Customer, with excellent time management skills.
- Extremely motivated and willing to work in a fast-paced environment, hard-working and multidisciplinary team.
- Resourceful and flexible and willing to be hands-on in developing novel technologies and solutions.
- Ability to be the lead scientist for Company's bioanalytical technology in EU
- Willingness to work with customers both in developing new science and in product marketing and support
- Based in the UK and willing to travel ~75%
- Additional language skills are an advantage
- Full UK and EU driving license

**About RedShift BioAnalytics:** RedShift BioAnalytics is developing powerful new analytical tools for the R&D, life science and biopharmaceutical markets. Our measurement solutions combine tunable lasers, microfluidics, and analytical technologies to achieve revolutionary improvements in performance and analytical capabilities. At RedShift, we provide customers with solutions that accelerate product discovery, development and manufacturing while enabling dramatic improvements in performance, efficiency and cost. This position is open for immediate hire. The company provides very competitive salaries as well as a full benefit plan.

To apply, please send a cover letter and resume referencing the job title to:

[Careers@Redshiftbio.com](mailto:Careers@Redshiftbio.com)

WE ARE AN EQUAL OPPORTUNITY/AFFIRMATIVE ACTION EMPLOYER. RedShift BioAnalytics affords equal employment opportunity to all qualified persons regardless of race, color, religious creed, national origin, age, military status, sexual orientation, disability, genetic information, gender identity, gender expression or gender unless based upon a bona fide occupational qualification.