

**Job Title: Field Applications Scientist, Western US**

At RedShift Bio, 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 with easy-to-use tools.

**Summary:**

The Field Applications Scientist will work with industrial and academic scientists to educate and train customers on the innovative AQS<sup>3</sup>pro analysis system. Additionally, you will work with customers to develop new protocols and methods specific to a customer's research, feed product enhancements back to the internal product development teams, and promote our products and services through customer meetings, vendor shows, webinars, and national and international conferences and symposia. The preferred base for this position is in northern California, in the greater San Francisco Bay area, but exceptions will be made for the perfect candidate in southern California, or the Denver/Boulder, Colorado area.

Through working with customers you will discover critical information regarding customer needs, desired feature enhancements, and competitive marketing information. This information needs to be digested, summarized and relayed to our internal engineering, product management, and marketing teams. You will work closely with the sales and marketing organization, to support customer needs and requests before and after purchase, and work to develop new applications, marketing collateral, application/tech notes, white papers and peer reviewed publications.

The candidate should have a strong background in biophysical characterization of therapeutic proteins or mAbs. The candidate should also be familiar with the most common protein characterization tools, including hands-on experience performing measurements and analyzing results from: FTIR, DSC, CD, LC SEC, AUC, UV-Vis, and/or SLS/DLS.

The ideal candidate will have worked on the development and characterization of therapeutic proteins, and have in-depth knowledge relating to discovery, pre-formulation, formulation, and analysis of mAb therapeutics. Prior experience in the support of instrumentation, along with a demonstrated ability to engage and train, academic and industrial scientists on analytical instrumentation and its applications is a plus. A strong commercial perspective is required, as is the ability to interact as an exceptional team player. The preferred base location for this position is northern California, with overnight travel requirements of up to 50%.



**Requirements / Education:**

- MS/PhD in Protein Engineering, Biochemistry, Molecular Biology, or related field.
- Deep knowledge of protein characterization and analytical tools.
- Provide pre- and post-sales application support for RedShift Bio's products for the West Coast.
- Support sales activities through technical discussions, presentations, and research collaborations.
- Provide feedback to marketing/product management on customer requests, and competitive products.
- Industrial experience in the development and characterization of therapeutic proteins or mAbs (~2+ years PhD; ~4+ years MS).
- Excellent verbal and written communication skills
- Based in northern California and willing to travel ~50% (domestic and international).

**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 including medical, dental and 401(k) savings.

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. Please view Equal Employment Opportunity Posters provided by OFCCP [here](#).