

# Job Description

<b>Job Title:</b>	Scientific Applications Leader, Bioprocessing	<b>Revision Date:</b>	2/18/2021
<b>Work Location:</b>	Norwood, MA		
<b>Department:</b>	Biopharma Business		
<b>Reports to:</b>	VP Business Development & Corporate Strategy	<b>FLSA Status:</b>	Exempt

## **Summary:**

As an integral part of the global biopharma business, the Scientific Applications Leader is responsible for developing and delivering scientific evidence to demonstrate the value of osmolality in bioprocessing workflows in order to drive market adoption. In addition to having a strong scientific understanding of bioprocessing; and osmolality's role in quality and process control in biological drug manufacturing, the Scientific Applications Manager will have a deep understanding of the regulatory environment that encapsulates osmolality testing the GMP environment.

With a focus on emerging therapeutic modalities such as cell and gene therapy, this role requires a high level of industry engagement, scientific presentations, and thought leadership to position Advanced Instruments as a credible, niche innovator in the biopharma market segment.

Driving industry and academic collaborations and developing thought leaders will be a key part of this role, in addition to ensuring scientific integrity across our R&D, marketing and customer support functions.

## **Essential Functions:**

- Identification of high-value emerging use-cases of osmolality throughout the bioprocessing value chain
- Thought leader in the application of osmolality in process development and manufacturing
- Provides guidance osmolality implementation to drive process efficiency and quality
- The internal SME on the regulatory drivers that impact customers implementing osmolality into bioprocessing workflows; including liaising with the pharmacopeias to advocate & ensure our products support compliance
- Develop processes to deliver top-class application support to bioprocessing customers
- Scientific oversight to ensure new products support osmolality implementation in focused use-cases
- Drive the development of scientific content and build customer relevant application data
- Engage with KOLs, existing and new customers to understand key drivers for osmolality utilization and pain-points; and map out osmolality implementation into bioprocessing workflows
- Crafting internal and external presentations, white papers, application notes, posters, webinars, etc.
- Attend key conferences and meetings for KOL engagement, delivering scientific talks, and keeping abreast of key industry trends
- New technology evaluation

## **KPIs**

1. Revenue growth through increased penetration of new workflows and use-cases
2. Execution against applications roadmap
3. White papers, presentation; webinars and application notes
4. KOL development

## **Attributes**

Attributes required for the Scientific Applications Manager to be successful are that of customer focus, a collaborative style, innovative thought process, goal orientation with a personal sense of urgency. Active listening, impeccable communication, leadership skills and strong scientific acumen are a must. Should have a strong network of influence in the industry, preferably come from a Bioprocessing environment. Previous roles could include Field Applications Scientist, Upstream/Downstream/Formulation PD manager; Principle Scientist or PD Director

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**Experience Requirements:**

1. Team leadership with strong commercial orientation
2. This position requires +5 years of hands on bioprocessing experience, in mAb and preferable emerging target classes such as mRNA; cell and gene therapy
3. Familiarity with GMP; pharmacopeias and regulatory drivers facing the manufacturer of biological drugs
4. Experienced presenting scientific data to large audiences
5. Project planning skills
6. Customer focus with excellent, demonstrated communication and presentation skills to various personas
7. Direct commercial experience a big plus (sales, business development, marketing)

**Education Requirements:**

1. PhD, with 5+ years of process development experience (cell culture, up- and downstream process development, analytical development, formulation)
2. MBA a plus

**Physical Requirements and Working Conditions:**

1. Typical office environment.
2. Must be able to use basic office equipment: computer, printer, copier, telephone, etc.
3. Must be able to remain stationary for long periods of time.
4. Must be able to assess aesthetics of printed materials.
5. Must be capable of clearly communicating with stakeholders.
6. Approximately 30% travel to prospects, customers and trade events.

**Employee Signature:**

**Human Resources:**

**Date:**

**Date:**

*Nothing in this job description restricts management's right to assign or reassign duties and responsibilities to this job at any time.*