Field Applications Scientist – Genomic Medicines & Nanoparticle Analytics

Company: ScopeSys Inc.

Location: Vancouver, BC

About ScopeSys

ScopeSys is a developer of next-generation single-molecule analytic technology to accelerate the design, development, and manufacturing control of genetic medicines. Our CLiC (Convex Lens-induced Confinement) platform measures size, payload, structure, and interactions at the single-particle level—linking biophysics to drug performance. We're translating this technology into benchtop instruments, consumables, and analytical services for industry and academic teams.

Role Overview

We are seeking a Field Applications Scientist who is equally excited about science and customers. This role blends:

- Technical applications support (pre- & post-sales, instrument demonstrations, laboratory assay workflows, customer training), &
- Commercial outreach and sales pipeline development (prospecting and qualifying leads, nurturing opportunities and supporting deal closure).

You will partner closely with leadership to grow ScopeSys' commercial footprint, while acting as a trusted technical advisor to our pharma, biotech, and academic customers.

Key Responsibilities

1. **Customer-facing technical applications**

- Provide pre- and post-sales scientific support on ScopeSys' CLiC-based instruments, assays, and analytical workflows (in person and remotely).
- Plan and deliver product demonstrations, proof-of-concept studies, and application feasibility work using customer samples.
- Troubleshoot experimental and application issues; provide timely guidance on sample preparation, assay design, data interpretation, and best practices.
- Maintain deep, up-to-date knowledge of ScopeSys' technologies and relevant application areas (Lipid Nanoparticles, RNA therapeutics, nanoparticle analytics, single-molecule imaging).

2. **Commercial outreach & pipeline development**

- Work with leadership to identify, prioritize, and qualify new accounts in pharma, biotech, CDMOs, and advanced therapy developers.
- Execute outbound outreach (email, calls, conferences, webinars, LinkedIn, etc.) to generate and nurture leads, building a high-quality sales funnel.

- Partner with the commercial team to shape technical proposals, demo plans, and statements of work that address customer's scientific and business needs.
- Attend conferences, trade shows, and networking events to build relationships and expand ScopeSys' market visibility.
- Maintain accurate records of customer interactions, opportunities, and forecasts in CRM or other tracking tools.

3. **Customer success & internal collaboration**

- Serve as the primary technical liaison for key accounts, building long-term relationships and ensuring high customer satisfaction.
- Gather and communicate customer feedback on features, workflows, usability, and unmet needs to internal R&D and product teams.
- Contribute to application notes, case studies, white papers, and marketing content that showcase the value of ScopeSys' analytical solutions.
- Collaborate with R&D and operations to coordinate sample studies, pilot projects, and instrument evaluations.
- Help refine internal processes for onboarding new customers and scaling field applications support as the business grows.

Qualifications
Required
- MSc or PhD in Biophysics, Bioengineering, Chemistry, Biomedical Engineering, Life Sciences, or related fields.
- 3+ years of relevant experience in one or more of the following: Field applications, applications scientist, or technical support role, and/or customer-facing role (technical sales, account management, FAS) in life-science tools or biotech.
- Hands-on experience with advanced microscopy, biophysical characterization, or nanoparticle / genomic medicine analytics (e.g., LNPs, nucleic acids, protein complexes).
- Demonstrated ability to present complex technical material clearly to diverse audiences (bench scientists, project leaders, non-experts).
- Strong customer-facing mindset and comfort engaging directly with customers to understand needs, propose solutions, and follow through.
- Excellent organizational skills with the ability to manage multiple customer projects and opportunities in parallel.
- Willingness to travel to customer sites, conferences, and internal meetings (estimate ~25–40%).

Nice to have
- Experience with single-molecule techniques, fluorescence microscopy, particle tracking, or image-based analytics.
- Familiarity with LNPs, RNA therapeutics, gene therapy, or non-viral delivery.
- Prior experience in a hybrid technical + commercial role, including lead generation, funnel management, or key account development.

- Comfort working in an early-stage startup environment where responsibilities evolve as the company grows.

Personal Attributes
- Scientifically curious with a consultative, problem-solving mindset.
- Strong communicator who can build trust and long-term relationships.
- Self-motivated, organized, and comfortable operating with a high degree of autonomy.
- Thrives in a fast-paced, collaborative environment and enjoys building processes, sales channel and pipeline from the ground up.

Why ScopeSys
- Build a first-of-its-kind analytics platform that closes a critical gap for genetic medicines from drug discovery to manufacturing control.
- Work shoulder-to-shoulder with experts in microscopy, analytics, and product engineering for delivering instruments, consumables and analytical services to address key market needs.
- Competitive compensation, equity, benefits, and meaningful ownership of projects with real-world impact.

How to Apply
Send your resume and a brief cover note (highlighting relevant technical and commercial experience) to careers@scopesys.ca with the subject "Field Application Scientist".