

## **Scientific Product Manager**

Scintica Instrumentation distributes preclinical laboratory research equipment from a variety of instrumentation manufacturers located worldwide. Our valued customers work in university research labs, pharmaceutical companies and contract research organizations. Our growing team consists of scientists, applications experts, engineers and sales professionals from a cross section of backgrounds, who excel at simplifying transactions and ensuring that scientists have the best equipment for achieving research excellence.

Our products generally fall into one of four broad scientific application areas – cardiovascular research, cancer biology/oncology research, neuroscience, and laboratory animal science. Our equipment is diverse and includes various high-value imaging technologies such as compact low-field MRI, high resolution PET/CT, bioluminescence and fluorescence imagers, high frequency 3D ultrasound, in vivo confocal endomicroscopy and live cell imagers. We also offer a comprehensive portfolio of cardiovascular research equipment including non-invasive blood flow systems, implantable ECG and pressure telemetry systems and imaging technologies for a complete functional and longitudinal assessment of cardiac and hemodynamic function. Our laser Doppler and oxygen sensing equipment is used in a large number of studies where tissue vitality and microvascular assessment is required, while our hypoxia chambers serve the growing number of scientific studies that demand a more physiological environment when working with cell culture or in vivo protocols.

We are currently seeking a qualified candidate to join our team of Scientific Product Managers who are be tasked with increasing sales of our products to scientists and researchers in the United States by providing in-depth scientific advice and end-user needs assessments.

### **Responsibilities**

Responsibilities include but are not limited to:

- Assessing customer scientific needs and advising them on measurement techniques available
- Performing product education seminars and related support for the marketing team
- Demonstrating the use of products in the field
- Identifying new customers and making first contact
- Leading prospects through all stages of the sales cycle
- Performing onsite installations and training sessions for researchers in their labs
- Attending scientific conferences as an exhibitor and staffing the Scintica Instrumentation trade show booth
- Establishing and maintaining strong customer relationships
- Maintaining accurate records within the contact relationship management data base including sales and activity reports

### **Qualifications**

To be considered for this role, you must have:

- A Master's/PhD level degree in the Sciences, preferably in fields such as medical sciences, biomedical physics, physiology, cancer biology or neuroscience.

- Laboratory research exposure and hands-on experience using some or all of the products in the Scintica Instrumentation portfolio. Preference will be given to candidates who have a working knowledge of in vivo imaging systems such as echo ultrasound, MRI and PET/CT, as well as preclinical small animal research models.
- Legal status to work in Canada

### **Skills, Knowledge and Abilities**

Skills and abilities that are considered a high priority include:

- Ability to communicate with a scientist as a scientist and to understand their research
- An aptitude for technology and a familiarity with the use and operation of basic laboratory equipment
- Ability to respond to challenges in a professional manner during on-site visits
- Animal handling experience and an understanding of anesthesia
- Excellent communication and presentation skills
- Surgical skills are an asset
- Ability to navigate complex purchasing and decision processes with confidence to influence course of action
- Problem solving skills
- Drive to succeed and works well under pressure
- Able to manage changing priorities and timelines
- Strong negotiation skills
- Consultative selling skills
- An understanding of the scientific grant writing process and research funding environment
- An understanding of research protocol development and general animal care guidelines
- Team player

### **Travel Requirements**

- A commitment to travel 35% of the time
- Valid passport and drivers' license
- The ability to travel in both Canada and the United States
- The ability to rent a vehicle in both Canada and the United States

Supporting resources available to you directly will include scientific and technical support, infrastructure and systems, sales administration, equipment and access to training facilities. Training programs are available as required. Compensation is based on experience and includes base salary, commission and a relocation office allowance.

**Please send cover letter and resume by September 16, 2019 to [careers@scintica.com](mailto:careers@scintica.com).**