



Pushing the Limits in Mass Spectrometry

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Job Description

Sr Scientist - Metabolomics Technical Marketing-AB 001492

OPCO Description

AB SCIEX is a global leader focused on the research, design, manufacture and marketing of state-of-the-art solutions for mass spectrometry. These solutions, which are sold to researchers or scientists around the world at pharmaceutical companies, contract research laboratories, academic and medical institutions, and health and life sciences organizations, are designed to help accelerate the complex process of discovering and developing new drug compounds, understanding the causes of disease, and protecting the safety of food, water and the environment.

Description

Summary of Position:

Maintains a deep technical understanding of AB SCIEX product portfolio (hardware, software, consumables) to generate technical content for collateral. Actively collaborates with key opinion leaders. Understand customer and market problems and competitive environment to define the winning solution. Participates in strategic planning, product positioning and VOC to help meet business targets.

Key Responsibilities:

Owns:

- Customer Collaborations: Ensure technical success of collaborations with KOLs (Key Opinion leaders) to better understand key applications and develop scientific content
- Technical Launch Plan: Own the generation and preparation of technical content to support product launch plan.
- Technical Content: Own the generation, preparation and management of technical content for use by sales, support and marketing (technical notes, posters, PPTs, brochure figures, etc). Ensure its competitiveness in the market place.
- WW Application Networks: Lead application networks and collaborate with support managers in developing demo strategies, training on new applications, setting priorities for networks projects, finalizing technical content
- Identification of workflow gaps and opportunities through performing and leading application projects
- AB SCIEX participation and content in global scientific community through conferences, seminars and training programs

Contributes:

- To annual market assessment and strategic and business plans
- To identification of strategic initiatives

- To technology assessment by bringing in new technologies for assessment in the context of the market
- To assessment of competitive offerings and development of winning strategy
- To Product Roadmap by articulating market problems to Product Planning and contributing to IPG forms
- To Product Positioning

To the Launch Plan owned by the Manager of the Market
 Collection and interpretation of voice of customer (VOC) to inform product and application requirements.
 Reviewer of UND documents to ensure alignment with future product technical launch plan

Internal Key Interfaces:

- Product Planning to provide market insight to ideation and requirements
- Regional commercial organization for understanding market problems and providing channel support
- Global marketing and market managers for positioning and messaging
- Sales for technical training and value selling
- Support for customer demo and training
- R&D Scientists for application development

External Key Interfaces:

- KOLs for development of collaborations
- Customers for VOC and persona development, customer satisfaction
- Current and future business partners for co-selling and marketing opportunities

Key Objectives/Metrics:

- Quality and frequency of technical content
- Success of key collaborations
- Revenue target met for sub-segment

Qualifications

- Ph.D level technical degree in life sciences
- 5 yrs hands on MS experience; in-depth market knowledge
- Collaborative; ability to lead cross-functional teams without direct reporting authority
- Strong listening, writing, and communication skills
- Solid laboratory skills and good troubleshooting skills
- Results-oriented
- Continuous improvement mindset
- Global experience is an asset

Danaher Overview

Danaher Corporation designs, manufactures, and markets professional, medical, industrial, and consumer products, which all generate approximately \$13 Billion in revenue. Danaher's business activities encompass four reporting segments and are comprised of six strategic platforms: Medical Technologies, Professional Instrumentation (Environmental, Electronic Test), Industrial Technologies (Motion, Product ID, and Focused Niche Businesses) and Tools & Components (Mechanic's Hand Tools). Danaher operates globally with about 50% of its revenues derived from outside the United States. The Company has significant operating businesses headquartered in Europe and has greatly expanded its operating presence in Asia over the past several years. Danaher is a well-capitalized business, which has historically used available cash flow to fund acquisition activity. Culturally, the company operates in a highly decentralized model with an extremely lean corporate structure. Danaher has a proven system for achieving performance: the Danaher Business System (DBS). It drives every aspect of the group's culture and performance. DBS is a system of continuous improvement and is used to guide and measure everyday activities, which has enabled it to double in size about every 5 years with impressive financial performance.

Organization AB SCIEX

Job Function Marketing / Communications

Primary Location North America-United States-CA-Foster City
Other Locations North America-United States-MA-Framingham

Schedule Full-time

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