



RoosterBio Inc.

Field Application Specialist

The Company

RoosterBio designs, manufactures and distributes advanced stem cell research products aimed at accelerating the pace of development and commercialization of products incorporating living cellular technology. We believe that the dawn of a new day is upon us in the fields of biofabrication, tissue engineering, and stem cell technologies. RoosterBio is a revenue stage company on a high growth trajectory. Our employees are driven by high impact work and are passionate about delivering the best stem cell products possible to our customers. We do not compromise on quality, innovation, or product performance. We believe in hiring and developing the best talent available within the industry. The pace is fast, the work is stimulating, and the best is expected out of each team member. You should have genuine passion and commitment for the commercial translation of stem cell and tissue engineered products. The development of a positive, solution focused and high performing culture is of the utmost importance to the RoosterBio team.

The Role

This vital position will be responsible for providing technical expertise and support for RBIs stem cell and media product lines for RUO and clinical customers. The ideal candidate will position the portfolio peer to peer via technical talks, scientific conferences and technical poster presentations. The role includes working closely with Sales in pre and post-sale support activities with objectives to establish a broader user base of RBIs products and services. The FAS will work closely with Sales, BD and Product Management to provide technical support and provide a feedback mechanism to the organization. Working with Sales as the lead, the FAS will lead technical discussions prior to the sale. The ideal candidate will understand customers current scientific and project challenges and help position RBI products and services as a superior option to current methodologies. Experience using mesenchymal stem cells is required. The ideal candidate must also be familiar with the Tissue Engineering, Regenerative Medicine and Cell Therapy arenas in general, with a working knowledge of adult stem cells and cell culture. Candidate must be able to digest large amounts of technical information rapidly and then be able to effectively communicate this information to existing and potential customers. Candidate must be willing to wear multiple hats in a small company setting and be driven to learn and grow with the company and its needs, along with providing support in additional areas beyond those outlined below. As such, candidate must demonstrate an ability to be flexible in a demanding, fast-paced environment as well as travel 30-40%

This position will report to the Director of Global Sales.

Essential Job Duties

- Manage customer and non-customer product/technical inquiries
 - Provide technical support through analysis of customer data and provide expert interpretations to customers
 - Resolve customer product performance inquiries
 - Be viewed as an expert and valuable technical resource by customers
 - Deepen and broaden customer relationships to that beyond a pure vendor relationship through thoughtful technical interactions and support
 - Coordinate lead management with the sales force to drive potential high-value customers to close
- Provide technical trainings to sales team
- Provide requested sales, marketing and technical collateral to drive sales and facilitate customer product usage
- Travel as needed to customer centers and conferences/workshops (Domestic and International) to perform laboratory demonstrations, training sessions, etc.
- Assist in planning and organizing in-house and external workshops including participating as an instructor
- Keep abreast of industry trends and regulatory landscape to address customer needs and to be viewed as an industry expert

Secondary Job Duties

- Internal / External Cooperation to interface between various teams to facilitate sales (R&D, PD, Assay Development, Ops, Accounting, BD)
- Provide development teams with feedback on performance of assays in hands of customers for further product refinement
- Proactively establishing and maintaining effective working team relationships with all departments
- Demonstrating an ability to interact and cooperate with all company employees
- Building trust, valuing others, communicating effectively, driving execution, solving problems creatively, and demonstrating high integrity
- Being action oriented and results driven while accomplishing project objectives and exceeding expectations
- Adapting to changes, demands, schedules, and priorities while maintaining a positive attitude
- Maintaining professional internal and external relationships that meet company core values
- Exhibiting a high level of professionalism while representing RoosterBio



Desired Skills/Qualifications

- Advanced science degree (minimum MS in Bioengineering, Stem Cell Biology, or related field; PhD preferred)
- Solid understanding of the Cell Therapy, Tissue Engineering, Regenerative Medicine landscape, especially related to stem cells
- Industry experience a plus
- Strong analytical skills for data generation and management to drive data-driven decision making
- Strong identification with RBI Core Values
- Excellent communication skills
- Ability to multitask

Travel: 30-40%. Position based in Frederick, MD and CA.

Interested candidates should apply online: <http://tinyurl.com/RoosterBio-FAS>

Please visit our website at www.roosterbio.com.