



Thrive Bioscience, Inc. – Application Specialist, Live Cell Imaging

Job Title: Applications Specialist, Live Cell Imaging

Manager: Vice President of Sales Operations

Location: Continental U.S. (Boston, MA area preferred)

Compensation: Salary commensurate with experience, up to 50% variable compensation, equity, and excellent benefits

Contact for Additional Information: careers@thrivebio.com

About Thrive Bioscience:

Thrive Bioscience (thrivebio.com) manufactures and sells to researchers a family of instruments with extensive software tools that provide previously unavailable live cell imaging, analytics, and automation for reproducible cell culture and breakthrough insights.

Thrive's products enable biologists to deliver reproducible cell culture and experiment results by leveraging microscopy, robotics, and fluidics to automatically capture and build a database of terabytes of high-resolution images and data. The principal markets are drug discovery, drug development, regenerative medicine, basic research, and infectious disease research.

Thrive currently sells the CellAssist, a benchtop instrument for imaging and analysis of live cells, to pharmaceutical/biotech companies and research institutes. The company has begun delivery of the CellAssist 50, which combines the CellAssist with a 50-plate automated incubator. The company was founded in 2014, has financial backing from leading industry veterans, has a portfolio of 74 patent applications, of which 24 have been issued, and has collaborations with many leading academic institutions.

Position Summary:

We are seeking a dynamic individual who is well versed in cell culture, live cell imaging, cell biology research, to support our commercial team. The successful candidate will identify key target research applications that benefit from Thrive's innovative instruments, software tools, and superior live cell imaging. This position will be the scientific liaison between customers and our sales and marketing team, bridging the applications needs of researchers with the immense value of the Thrive's products. This is a new role in an exciting early stage company that offers tremendous career potential.

Responsibilities:

- Identify target research and cell culture applications which benefit most from using Thrive's instruments
- Work with the research and sales and marketing teams to identify target companies/institutions and users specializing in these applications
- Provide field-based & remote applications support to the sales team to accelerate market adoption
- Drive and build relationships with KOLs and users to generate white papers and peer-reviewed publications



- Develop and deliver in-person and/or remote product demonstrations and webinars to potential customers
- Develop technical content for customer collateral and the web site to effectively communicate the value proposition
- Establish strong working relationships with the R&D and sales and marketing teams to provide field input for product enhancements and innovations
- Attend relevant industry conferences, trade shows and symposiums

Required Qualifications:

- 5+ years' experience with live-cell imaging, cell culture, and cell biology research
- Advanced degree in biology or life sciences, with a Masters or Ph.D. (or a Bachelors combined with more extensive job experience)
- Hands-on experience in laboratory research and data analysis
- Excellent communication and presentation skills, both written and oral
- Aptitude for creative problem-solving and excellent trouble-shooting skills

Desired Qualifications:

- Ability to plan and prioritize multiple tasks and projects
- Excels in fast-paced and dynamic environment and innovative product commercialization
- Cross-disciplinary thinker who can see the 'big picture' but also understands the details
- Excellent interpersonal and teamwork skills across all levels of an organization
- Self-starter with a proven track record of meeting commitments and delivering results with minimal supervision
- MBA and/or business experience a plus

Thrive Bioscience offers a competitive benefits package that includes equity, and a fast-paced, stimulating work environment. Qualified candidates please respond to careers@thrivebio.com.

All qualified applicants will receive consideration for employment without regard to race, creed, religion, color, national or ethnic origin, citizenship, sex, sexual orientation, gender identity and expression, genetic information, veteran status, age or disability status.

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