

GenScript USA Inc. is a world leader in developing and marketing innovative biotechnology products. Our dedication to innovation has led GenScript to generate a continuous flow of services and products to ease and accelerate biology research process. GenScript has built strong global markets led by United States, Europe, and Japan for its specialized biotech products.

At GenScript, we are currently gearing up for an exciting future. With the constant expansion of product lines, and consequently, fast growth of our organization, we will be able to better serve our broader customer base.

We are looking for talented and self-motivated professionals to join our team, who have a desire to be rewarded for their exceptional efforts and successes.

For more information, please visit our website at www.genscript.com

GenScript USA Inc.

Open Position List

Contact: hr@genscript.com



LIST OF OPEN JOB POSITIONS

<u>Position</u>	<u>Page</u>
Customer service representative (inside sales and customer service).....	1
Marketing Manager, Product & Service, North America.....	2
Business Development Associates (1 in San Francisco bay area, 1 in Pennsylvania)	3
Technical Account Manager (Location: Tokyo, Japan)	4
Business Development Manager (Location: San Francisco, CA).....	5
Senior Scientist 01 (Peptide Dept) ---Location: Nanjing, China.....	6
Senior Scientist (Gene Dept) ---Location: Nanjing, China.....	7
Senior Bioprocess Development Scientist in Protein Science Dept.....	8
Sr. investigator-Analytical Process Development	9
R&D Director ---Location: Nanjing, China.....	10
Principle Investigator 02 ---Location: Nanjing, China	11
Technical Account Manager (inside sales).....	12
Marketing Leader, Product & Service, Asia Pacific	13
Marketing Manager, Product & Service, North America.....	14
Marketing Manager, Product & Service, Europe.....	15
Senior Service Marketing Specialist	16
Sales Account Manager, Europe.....	17
Europe Business Development Associate, 2 Positions (1 in UK, 1 in Germany).....	18
Japan Business Development Associate	19
Senior Scientist in Protein Expression and Purification.....	20
Senior Scientist in Bioprocess (downstream).....	21

Senior Scientist in Bioprocess (upstream)	22
Senior Scientist of Antibody Engineering	23
Senior Scientist, Antibody Production.....	24
Senior Scientist of New Technology	25
Senior Scientist of Animal Model.....	26
Europe Business Development Manager (Location – Germany or UK)	27
Marketing Analyst	28
Manager, Marketing Department.....	29
Group Leader, Algorithm and Bioinformatics	30
Senior Research Scientist.....	31

Job ID: 241

Position	Customer service representative (inside sales and customer service)
Opening	1
Description	<p>Customer service representative is the interface between our customers and our large selection of products and service departments. Responsible for handling customer inquiries on our products via phone, fax and email. The position is also responsible for handling and sorting incoming faxes, customer cases, placing orders and operating phone calls for the customer service department.</p>
Requirements	<ul style="list-style-type: none">• Organized and detail oriented
	<ul style="list-style-type: none">• Be able to follow SOP and maintain work standard
	<ul style="list-style-type: none">• Excellent verbal/written communication skills in English
	<ul style="list-style-type: none">• Proficient with MS Office tools
	<ul style="list-style-type: none">• Preferably bachelor or associate degree in biology or any related fields of life sciences

Job ID: 240	
Position	Marketing Manager, Product & Service, North America
Opening	1
Description	Reporting to: Associate Marketing Director, Regional Marketing
	Position Scope/Objective: Offers visibility in the local competition landscape, funding sources / mechanism / timing, where our customers are (B2B, B2C) and thus formulate and execute strategies which aim to increase our revenue and market share in the region by increasing our company awareness, product awareness, and generate demand via all existing and potential channels.
Requirements	Responsibilities:
	1. Collect voice of customers to identify local market needs and propose new product / service offering
	2. Identify sources of, and collection of market intelligence (competitors channel strategy, competitors' price surveillance, market size, market growth, customers' behavior) and provide analysis from time to time
	3. Price recommendation and regular price list update
	4. Identify where our customers are and formulate channel strategy (both message vehicle and product distribution) to cover the accounts
	5. Market demand generation decision
	6. Marketing program process: from concept to delivery, effectiveness monitoring
	7. Other marketing process: exhibition, new product launch, promotion
	8. Liaise and organize product training to regional distributors for new product launch and promotion campaign
	9. Plan and manage marketing budget for the assigned territory / region
	10. Liaise with in-house e-marketing team for project / strategy execution
	11. Frequent communication with various internal parties to support US sales
	Education/Experience:
	1. Master or Ph.D. degree in biological science discipline, preferably at academic institutes from North America
	2. 3-5 years experience in product selling and product management in life science tool maker companies is a must. Industry working experience in US is preferred
	3. Must possess comprehensive knowledge of NA academia and biotech companies
4. Analytical, innovative, critical & challenge to routines	
5. Self motivated, team player with good inter-personal communication skill	
6. Good PowerPoint presentation skill	
7. Computer literate	
8. Excellent spoken and written English is a must	

Job ID: 239	
Position	Business Development Associates (1 in San Francisco bay area, 1 in Pennsylvania)
Opening	2
Description	Recent company growth has led to the need for a number of Business Development Associate positions. The Business Development Associates will support the Directors for Business Development and be assigned to manage key pharmaceutical and biotech company accounts.
	1. The role includes developing new business relationships and establishing strategic partnerships with biotech and pharmaceutical companies.
	2. The successful candidate will be well organized, self-starting and able to work under high visibility and meet aggressive set goals.
	3. The position interacts with Technical Account Mangers to generate quotations for clients, manages ongoing projects, and interfaces with production personnel in Nanjing, China.
Requirements	1. Ability to interact on an intellectual, scientific and commercial level with B/C-level Decision Makers, Bench Scientists, Strategic Sourcing and Procurement Specialists in Pharma and Biotech companies.
	2. Fluent English required. Excellent written, verbal and on-line presentation and communication skills required with proficiency in PowerPoint and other Microsoft Office software packages and utilities. Must be outgoing, personable and high energy.
	3. Experience in early drug discovery preferred, particularly in assay development, HTS screening, reagent procurement, and CRO management.
	4. Strong educational background in life sciences. PhD/MS preferred.
	5. Ability to manage time effectively, generate frequent reports to Directors and company management, and be self-starting in setting personal goals and arranging client visits.
	6. Extensive established network of personal, scientific and business contacts preferred.
	7. Enjoys the thrill of interacting with people and helping people
	8. Enjoys the thrill of strategic thinking and planning

Job ID: 238	
Position	Technical Account Manager (Location: Tokyo, Japan)
Opening	1
Description	The Technical Account Manager will support Japan market development and handle customers' requests and inquiries.
	1. The role includes order management of gene synthesis, peptide synthesis, protein expression, antibody development and custom services upon the customer requests.
	2. The successful candidate needs to be well organized, self-starting and able to work under high visibility and aggressive set goals.
Requirements	1. Strong educational background in life sciences
	2. Fluent English and Japanese required. Excellent written, verbal and on-line presentation and communication skills required with proficiency in PowerPoint and other Microsoft Office software
	3. Able to interact on an intellectual, scientific and commercial level with B/C-level Decision Makers, Bench Scientists, Strategic Sourcing and Procurement Specialists in Pharma and Biotech companies
	4. Experience in early drug discovery preferred, particularly in assay development, HTS screening, reagent procurement, and CRO management
	5. Eager to engage in high-level scientific discussion, strategic thinking and planning; dedicated in finding advanced bio-sourcing solutions for the clients
	6. Sales experience preferred

Job ID: 236	
Position	Business Development Manager (Location: San Francisco, CA)
Opening	1
Description	Recent company growth has led to the need for a number of Business Development Manager positions. The Business Development Managers will support the Directors for Business Development and be assigned to manage key pharmaceutical and biotech company accounts on the west coast, US (San Francisco, CA).
	1. The role includes developing new business relationships and establishing strategic partnerships with biotech and pharmaceutical companies.
	2. The successful candidate will be well organized, self-starting and able to work under high visibility and meet aggressive set goals.
Requirements	3. The position interacts with Technical Account Mangers to generate quotations for clients, manages ongoing projects, and interfaces with production personnel in Nanjing, China.
	1. At least 2 years direct sales, preferable strategic sourcing solution sales to pharma/biotech biology-centric clients and markets. Understanding of the Bio-Sourcing and CRO landscape required.
	2. Ability to interact on an intellectual, scientific and commercial level with B/C-level Decision Makers, Bench Scientists, Strategic Sourcing and Procurement Specialists in Pharma and Biotech companies.
	3. Fluent English required. Excellent written, verbal and on-line presentation and communication skills required with proficiency in PowerPoint and other Microsoft Office software packages and utilities. Must be outgoing, personable and high energy.
	4. Experience in early drug discovery preferred, particularly in assay development, HTS screening, reagent procurement, and CRO management.
	5. Strong educational background in life sciences. PhD/MS preferred.
	6. Ability to manage time effectively, generate frequent reports to Directors and company management, and be self-starting in setting personal goals and arranging client visits.
7. Extensive established network of personal, scientific and business contacts required.	

Job ID: 235	
Position	Senior Scientist 01 (Peptide Dept) ---Location: Nanjing, China
Opening	1
Description	<p>1. The position designs and executes research and development projects in a fast paced, multidisciplinary product development team.</p> <p>2. This position will focus on peptide related projects, including peptide stabilization, peptide drug delivery technology development, etc.</p> <p>3. Review and interpretate scientific literature, laboratory investigations, plan and manage projects, prepare proposals and project reports, and cooperate with other departments as needed.</p> <p>4. This position also creates novel peptide service packages and improves our current service packages.</p>
Requirements	<p>1. Ph.D. degree in life science with a minimum of two years of relevant post-doctoral experience that demonstrates achievements in peptide field.</p> <p>2. With background in marketing and being marketing sensitive.</p> <p>3. Good English communication skills and ability to interact effectively with customers.</p> <p>4. Experience in drug discovery is a plus.</p> <p>5. Experience in cGMP production is a plus.</p>

Job ID: 234	
Position	Senior Scientist (Gene Dept) ---Location: Nanjing, China
Opening	2
Description	1. Design gene (protein) library based on protein structures (x-ray or computer prediction) to screen for improved proteins or enzymes.
	2. Design gene (protein) library using protein (or enzyme) engineering technology.
	3. Analyze correlation between enzyme structure and enzyme activity.
	4. Design novel proteins or enzymes based on existing protein or enzyme structures.
Requirements	1. Ph.D. in life science or computational chemistry.
	2. Strong background and experience in protein or enzyme engineering.
	3. Expert knowledge in both chemistry and biology.
	4. Excellent communication skills and ability to interact effectively with team members.
	Additional Requirement:
	One of the two positions requires strong experience of vector designing and construction.

Job ID: 233	
Position	Senior Bioprocess Development Scientist in Protein Science Dept.
Opening	1
Description	1. Be responsible for a variety of protein production projects, and coordinate with our sales and marketing departments to ensure smooth delivery of the projects.
	2. Design, perform and analyze microbial fermentation experiments within flasks as well as fermenters, optimize growth and productivity of bacterial and yeast systems to maximize the protein production.
	3. Act as technical lead for internal and external technical communication on fermentation.
	4. Analyze data and prepare technical reports, SOPs, and manuals.
	5. Mentor and supervise junior scientists.
Requirements	1. A Ph.D. degree in chemical engineering or microbiology, having discipline with minimum 3 years industrial experience in microbial fermentation research and development.
	2. Demonstrated successful track record in developing, scaling up and performing technical transfer of processes/technologies from lab scale to pilot plant and/or production scale. Extensive knowledge of fermentation science and biochemical engineering principles, theory and practice.
	3. Must be able to work and communicate well within project teams, and be motivated to work under tight deadlines. Ability to prioritize responsibilities, multi-task and remain flexible with changing needs. Excellent interpersonal and communication.

Job ID: 232	
Position	Sr. investigator-Analytical Process Development
Opening	1
Description	<p>The successful applicant of this position will join our Bioprocess department in charge of the development and application of robust and reproducible analytical and characterization methods for a variety of recombinant proteins expressed in mammalian cell cultures including antibodies, Fc fusion molecules, enzymes, intracellular and membrane proteins etc. The scientist will be conducting scientific experiments and building a scientific team to provide cutting-edge analytical process development services. These duties will include analytical support for the upstream cell culture and downstream protein purification process development, data analysis, and presentation as well as writing technical reports and original manuscripts.</p> <p>The successful candidate must be able to demonstrate exceptional verbal communication skills, recruit and train junior scientists, and simultaneously manage multiple projects in fast pace team environments.</p>
Requirements	<p>A Ph. D. degree in life science or a related field.</p> <ul style="list-style-type: none"> • At least 3 years of working experience developing analytical methods for protein characterization within a GLP organization, prior experience and knowledge working in a cGMP environment is a plus • Expert knowledge and/or hands on experience in the development and validation of analytical methods including ELISA, Western blot, SDS-PAGE, amino acid composition, sequencing, peptide mapping, capillary electrophoresis, glycosylation, spectroscopic protein profiling using HPLC, LC/MS, CD and other advanced instrumentation • Experience in management

Job ID: 231	
Position	R&D Director ---Location: Nanjing, China
Opening	1
Description	<p>1. Supervise all the scientists and manage all the projects in R&D Dept. Provide valuable technical input and directions for the department.</p> <p>2. Develop new products and technologies to improve the product pipeline of R&D Dept.</p> <p>3. Coordinate with Sales Dept. and Marketing Dept. to establish new research directions.</p> <p>4. Establish business relationship with other companies for collaboration to develop new products.</p> <p>5. Write patents and product manuals and train scientists to write patents and product manuals.</p>
Requirements	<p>1. The candidate will provide leadership in research and development and will therefore have extensive experience in R&D process.</p> <p>2. The candidate will demonstrate exceptional verbal communication skills and be able to establish a strong R&D team.</p> <p>3. The successful candidate must demonstrate exceptional creativity in product and technology research and development.</p> <p>Education/Experience Required:</p> <p>1. A Ph. D. degree in life science or a related field.</p> <p>2. At least 3 year research and development experiences in product and technology.</p> <p>3. Expert knowledge in both chemistry and biology.</p>

Job ID: 230	
Position	Principle Investigator 02 ---Location: Nanjing, China
Opening	1
Description	1. Supervise all the scientists and manage all the projects in Molecular Biology Dept. Provide valuable technical input and directions for the department.
	2. Develop new technologies to improve current technology platforms of Molecular Biology Dept.
	3. Coordinate with Sales Dept. and Marketing Dept. to establish new research and service directions.
	4. Be responsible for customer communication, providing technical support to customers and writing reports.
Requirements	1. The candidate will provide leadership in technology improvement and will therefore have extensive experience in molecular biology field.
	2. The candidate will demonstrate exceptional verbal communication skills and be able to communicate with customers efficiently.
	3. The successful candidate must demonstrate exceptional creativity in product and technology research and development.
	Education/Experience Required:
	1. A Ph. D. degree in life science or a related field.
	2. At least 3 year research and development experiences in molecular biology field.
	3. Expert knowledge in Molecular Biology and Biochemistry.

Job ID: 229	
Position	Technical Account Manager (inside sales)
Opening	2
Description	<p>Technical Account Manager is the interface between our customers and our laboratories. Responsible for handling customer inquiries on our products and services via phone and email. Providing sale quotation and technical support. Managing ongoing projects and maintaining customer relationships.</p>
Requirements	<ul style="list-style-type: none"> • Master or Ph.D. degree in biology or any related fields of life sciences <hr/> <ul style="list-style-type: none"> • Preferably experienced in at least one of the follow: molecular cloning, protein expression and purification, cell culture, peptide synthesis <hr/> <ul style="list-style-type: none"> • Excellent verbal/written communication skills in English <hr/> <ul style="list-style-type: none"> • Organized and detail oriented <hr/> <ul style="list-style-type: none"> • Proficient with MS Office tools

Job ID: 227	
Position	Marketing Leader, Product & Service, Asia Pacific
	Reporting to: Associate Marketing Director, Regional Marketing
	This position is based in Nanjing, Jiangsu Province, China.
Opening	1
Description	Position Scope/Objective: Offers visibility in the local competition landscape, funding sources / mechanism / timing, where our customers are (B2B, B2C) and thus formulate and execute strategies which aim to increase our revenue and market share in the region by increasing our company awareness, product awareness, and generate demand via all existing and potential channels.
	Asia Pacific covers Greater China (China, Taiwan, Hong Kong), Singapore, and S. Korea
	1. Collect voice of customers to identify local market needs and propose new product / service offering
	2. Identify sources of, and collection of market intelligence (competitors channel strategy, competitors' price surveillance, market size, market growth, customers' behavior) and provide analysis from time to time
	3. Price recommendation and regular price list update
	4. Identify where our customers are and formulate channel strategy (both message vehicle and product distribution) to cover the accounts
	5. Market demand generation decision
	6. Marketing program process: from concept to delivery, effectiveness monitoring
	7. Other marketing process: exhibition, new product launch, promotion
	8. Liaise and organize product training to regional distributors for new product launch and promotion campaign
	9. Own, plan and manage marketing budget for the assigned territory / region
	10. Liaise with in-house e-marketing team for project / strategy execution
11. Frequent communication with various internal parties to support US sales	
Requirements	1. Master or Ph.D. degree in biological science discipline. Benchwork experience is a must.
	2. 3-5 years experience in product selling and product management in life science tool maker companies is a must. Industry working experience in Asia / China is preferred.
	3. Must possess knowledge of academia and biotech companies in China.
	4. Analytical, innovative, critical & challenge to routines.
	5. Self motivated, team player with good inter-personal communication skill
	6. Computer literate

Job ID: 225	
Position	Marketing Manager, Product & Service, North America
	Reporting to: Associate Marketing Director, Regional Marketing
	This position is based in Nanjing, Jiangsu Province, China.
Opening	1
Description	Position Scope/Objective:
	Offers visibility in the local competition landscape, funding sources / mechanism / timing, where our customers are (B2B, B2C) and thus formulate and execute strategies which aim to increase our revenue and market share in the region by increasing our company awareness, product awareness, and generate demand via all existing and potential channels.
	1. Collect voice of customers to identify local market needs and propose new product / service offering
	2. Identify sources of, and collection of market intelligence (competitors channel strategy, competitors' price surveillance, market size, market growth, customers' behavior) and provide analysis from time to time
	3. Price recommendation and regular price list update
	4. Identify where our customers are and formulate channel strategy (both message vehicle and product distribution) to cover the accounts
	5. Market demand generation decision
	6. Marketing program process: from concept to delivery, effectiveness monitoring
	7. Other marketing process: exhibition, new product launch, promotion
	8. Liaise and organize product training to regional distributors for new product launch and promotion campaign
	9. Own, plan and manage marketing budget for the assigned territory / region
	10. Liaise with in-house e-marketing team for project / strategy execution
11. Frequent communication with various internal parties to support US sales	
Requirements	1. Master or Ph.D. degree in biological science discipline, preferably at academic institutes from North America
	2. 3-5 years experience in product selling and product management in life science tool maker companies is a must. Industry working experience in US is preferred
	3. Must possess comprehensive knowledge of NA academia and biotech companies
	4. Analytical, innovative, critical & challenge to routines
	5. Self motivated, team player with good inter-personal communication skill
	6. Good PowerPoint presentation skill
	7. Computer literate
	8. Excellent spoken and written English is a must

Job ID: 224	
Position	Marketing Manager, Product & Service, Europe
	Reporting to: Associate Marketing Director, Regional Marketing
	This position is based in Nanjing, Jiangsu Province, China.
Opening	1
Description	Position Scope/Objective:
	Offers visibility in the local competition landscape, funding sources / mechanism / timing, where our customers are (B2B, B2C) and thus formulate and execute strategies which aim to increase our revenue and market share in the region by increasing our company awareness, product awareness, and generate demand via all existing and potential channels.
	1. Collect voice of customers to identify local market needs and propose new product / service offering
	2. Identify sources of, and collection of market intelligence (competitors channel strategy, competitors' price surveillance, market size, market growth, customers' behavior) and provide analysis from time to time
	3. Price recommendation and regular price list update
	4. Identify where our customers are and formulate channel strategy (both message vehicle and product distribution) to cover the accounts
	5. Market demand generation decision
	6. Marketing program process: from concept to delivery, effectiveness monitoring
	7. Other marketing process: exhibition, new product launch, promotion
	8. Liaise and organize product training to regional distributors for new product launch and promotion campaign
	9. Own, plan and manage marketing budget for the assigned territory / region
	10. Liaise with in-house e-marketing team for project / strategy execution
11. Frequent communication with various internal parties to support European sales	
Requirements	1. Master or Ph.D. degree in biological science discipline, preferably at academic institutes from Europe
	2. 3-5 years experience in product selling and product management in life science tool maker companies is a must. Industry working experience in Europe is preferred
	3. Must possess knowledge of Europe academia and biotech companies
	4. Analytical, innovative, critical & challenge to routines
	5. Self motivated, team player with good inter-personal communication skill
	6. Computer literate
	7. Good powerpoint presentation skill

Job ID: 222	
Position	Senior Service Marketing Specialist
Opening	1
Description	Manage all aspects of Molecular Biology Service Portfolio to ensure new service development and sales targets are met. Duties include, but are not limited to:
	<ul style="list-style-type: none"> • Analyze Services portfolio sales trends and pricing to identify areas for improvement or strategic focus.
	<ul style="list-style-type: none"> • Develop and implement an agreed market development plan for the portfolio working alongside the Regional Marketing team. This involves implementation of positioning, channel, pricing and sales support, advertising and promotion
	<ul style="list-style-type: none"> • Utilize market information, voice of the customer and Research & Development to identify new service opportunities
	<ul style="list-style-type: none"> • Work closely within the service development team to manage services through the new service development process to deliver a successful launch
	<ul style="list-style-type: none"> • Coordinate with the sales teams to deliver timely and effective service launches, including providing training materials for internal technical service and sales teams and effective forecasting
	<ul style="list-style-type: none"> • Responsible for web content and catalogue content
Requirements	<ul style="list-style-type: none"> • Provide pro-active communication with senior management regarding the service portfolio, its performance and any major issues or changes in the market or competition
	<ul style="list-style-type: none"> • PhD degree in science, preferably in biochemistry and molecular biology
	<ul style="list-style-type: none"> • 1 year of relevant professional experience in sales and/or marketing
	<ul style="list-style-type: none"> • Experience in bio-reagent services business is preferred
	Additional Desired Qualifications:
	<ul style="list-style-type: none"> • Computer literacy, particularly with Microsoft Word, Excel and PowerPoint
	<ul style="list-style-type: none"> • Excellent technical written and oral communication skills
<ul style="list-style-type: none"> • Pro-active problem solver and team player 	
	<ul style="list-style-type: none"> • Self-managing and self-motivating individual who can prioritize tasks effectively and meet customer expectations and deadlines

Job ID: 221	
Position	Sales Account Manager, Europe
Opening	1
Description	<p>The role of Sales Account Manager (SAM), is to drive and support sales efforts in Europe by developing the market and product/service strategies. The SAM will use his/her knowledge of the business and external contacts to commit to and deliver profitable initiatives that build sales.</p> <p>The SAM will be responsible for implementing sales strategy and tactics for related product/service lines to achieve sales figures themselves and through others. The SAM will also work closely with their U.S. and Asia counterparts to build the brand and meet personal and team sales objectives.</p>
Requirements	<ul style="list-style-type: none"> • Achieve the agreed monthly/quarterly/yearly sales quota. • Contribute to the development and implementation of European sales strategies and tactics for products/services, new markets and new applications. • Contribute to the development and implementation of European sales strategies and tactics for products/services, new markets and new applications. • Work together with U.S./Asia sales teams, technical account managers and Director of Sales to ensure all possible actions are done in order to secure business in competitive situations. • Share market knowledge with Sales, BD and Marketing teams. • Introduce GenScript to new markets – Industrial/Academic/Governmental. • Drive business expansion in collaboration with Asia based inside sales team. • Build up business reference network for new business expansion. • Ability to accurately forecast sales within territory on a weekly basis. • Academic degree (BS) in scientific disciplines, preferably life science. • Relevant Sales experience (1-5 years) and a high level of technical and professional expertise. • Knowledge of the Biological and CRO market. Emphasis on Gene Synthesis, Protein, Peptide, BioAssay, Antibody and Cell Line Products/Services. • Ability to operate effectively in an international business environment and the ability to succeed in such an environment. • Good verbal and written command of the English language. Prefer multi-lingual communication skills: German, French, Spanish, Italian, or Mandarin. • Able to undertake frequent travel within Europe. This could also include travel to North America and possibly Asia on a quarterly/yearly basis.

Job ID: 220	
Position	Europe Business Development Associate, 2 Positions (1 in UK, 1 in Germany)
Opening	2
Description	The role of Business Development Associate will be responsible for our key accounts, and for developing business relationship with biotech and pharmaceutical clients, and establishing strategic relationship with potential partners and companies.
Requirements	The candidate must have high team-working spirit. The candidate should demonstrate good communication skills, fluent English and good computer skills. A successful candidate will be well organized, self-promoted and able to work with high pressure.
	Education/Experience Required:
	1. Degree in the fields of life sciences
	2. Excellent presentation and communication Skills
	3. Detail orientated with good organization skills
	4. Enjoys the thrills of interacting with people and helping people
	5. Enjoys the thrills of scientific discussion
	6. Enjoys the thrills of strategic thinking and planning

Job ID: 218	
Position	Japan Business Development Associate
Opening	1
Description	<p>The role of Business Development Associate will be responsible for our key accounts, and for developing business relationship with academic institute, biotech and pharmaceutical companies, and establishing strategic relationship with potential distributors and partners. The position is primarily responsible for accounts in Japan.</p>
Requirements	<ol style="list-style-type: none"> 1. M.S. or Ph.D. degree in the fields of life sciences 2. Excellent verbal/written communication skills in Japanese and English 3. Good organizational skill and detail oriented 4. Proficient in MS Office tools

Job ID: 214	
Position	Senior Scientist in Protein Expression and Purification
Opening	1
Description	1. Be responsible for a variety of protein production projects, and coordinate with our sales and marketing departments to ensure smooth delivery of the projects.
	2. Develop new technologies to improve the capability of the Protein Department.
	3. Analyze data and prepare technical reports, COA, and manuals.
	4. Mentor and supervise junior scientists.
Requirements	The candidate will provide leadership and will therefore have experience with and possess deep familiarity with protein expression and purification process.
	The successful candidate must demonstrate exceptional verbal communication skills, be able to manage multiple simultaneous project assignments and work well in team environments.
	Education/Experience Required:
	1. A Ph. D. degree with postdoctoral experience in life science or a related field.
	2. At least 3 years of progressive and relevant experience in protein expression and purification.
	3. Expert knowledge and hands on experiences in different expression systems including E. coli, yeast, and insect cells; Broad knowledge and experience with baculovirus insect cell expression is highly desirable.
4. Experience in reagent product development and management is highly preferable.	

Job ID: 213	
Position	Senior Scientist in Bioprocess (downstream)
Opening	1
Description	The successful applicant of this position will join our Bioprocess department to be responsible for the development of scalable, robust, and reproducible protein purification processes for recombinant proteins including antibodies, Fc fusion molecules, enzymes, membrane proteins etc. The scientist will be in charge of conducting scientific experiments and building a scientific team to provide cutting-edge downstream process development services. These duties will include purification process development and optimization, small and large scale protein purification, data analysis and presentation as well as writing technical reports and original manuscripts. The successful candidate must be able to demonstrate exceptional verbal communication skills, recruit and train junior scientists, and simultaneously manage multiple projects in fast pace team environments.
Requirements	<ol style="list-style-type: none"> 1. A Ph. D. degree in life science or a related field. 2. At least 3 years of working experience in developing protein purification processes using affinity, ion exchange, hydrophobic, molecular sieve chromatography and UF/TFF/membrane filtration, prior experience and knowledge working in a cGMP environment is a plus but not essential 3. Expert knowledge and/or hands on experiences in different AKTA purification equipment 4. Experience in management

Job ID: 212	
Position	Senior Scientist in Bioprocess (upstream)
Opening	1
Description	<p>The successful applicant of this position will join our Bioprocess department to be responsible for the development of scalable, robust, and reproducible mammalian cell culture and bioreactor processes for recombinant protein production including antibodies, Fc fusion molecules, enzymes etc. The scientist will be in charge of conducting scientific experiments and building a scientific team to provide cutting-edge upstream process development services. These duties will include cell cultures in shake flasks, bioreactor process development and optimization, data analysis and presentation as well as writing technical reports and original manuscripts. The successful candidate must be able to demonstrate exceptional verbal communication skills, recruit and train junior scientists, and simultaneously manage multiple projects in fast pace team environments.</p>
Requirements	<p>1. A Ph. D. degree in life science or a related field.</p> <p>2. At least 3 years of working experience using mammalian cell cultures for protein production and bioreactor process development, prior experience and knowledge working in a cGMP environment is a plus but not essential</p> <p>3. Expert knowledge and/or hands on experiences in operating small and large bioreactors as well as in different mammalian expression systems including DHFR, GS, UCOE and others</p> <p>4. Experience in management</p>

Job ID: 211	
Position	Senior Scientist of Antibody Engineering
Opening	1
Description	<p>1. Assist the director to designing, optimizing and implementing efforts for the isolation and improvement of antibody features such as affinity, stability and humanness.</p> <p>2. Lead technology innovation in the department.</p> <p>3. Participate in marketing and business development activities.</p>
Requirements	<p>The candidate will be a major player in the Antibody Drug Development department. The incumbent is required to establish and apply technologies needed for the generation of therapeutic antibody candidates within the entire department. He/she will also be in charge of several individual projects directly. Working with the director and the manager, he/she will ensure the smooth operation of the department. In addition, he is also required to participate in marketing and business development activities.</p> <p>Education/Experience Required:</p> <ol style="list-style-type: none"> 1. A Ph. D. degree in life science or a related field. 2. A thorough understanding of isolation, improvement and production of antibody and protein therapeutics. 3. Hand-on experience and skilled use of phage display or other display technologies. 4. Experience in related technologies including library construction, affinity determination and antibody production. 5. Experience in protein structure modeling is preferred. 6. Superior oral and written communication skills.

Job ID: 210	
Position	Senior Scientist, Antibody Production
Opening	1
Description	<p>1. Provide supervisory and training to associate and assistant scientists.</p> <p>2. Be responsible for research and development for new technology development to promote our antibody services and products.</p> <p>3. Provide support for some major custom antibody projects and internal product development projects.</p> <p>4. Be involved in custom and internal antibody project design, customer communication and technical support.</p> <p>5. Working with marketing and sales dept to expand the business relationship with customers.</p>
Requirements	<p>The candidate will provide leadership and will therefore have experience with and possess deep familiarity with antigen design, antibody production, antibody characterization and immunoassay development.</p> <p>The successful candidate must demonstrate exceptional verbal communication skills, be able to manage multiple simultaneous project assignments and work well in team environments.</p> <p>Education/Experience Required:</p> <p>1. A Ph. D. degree in life science or a related field.</p> <p>2. At least 1 year post-doctor training and relevant experiences in immunology.</p> <p>3. Expert knowledge in immunochemistry, immunocytochemistry and biochemistry.</p>

Job ID: 208	
Position	Senior Scientist of New Technology
Opening	1
Description	Be responsible for planning and directing long-term and middle-term product development of New Technology Dept. Integrate and improve the dept's product system. Be responsible for the building and training of the team and lead the dept's new product research and development. Resolve technical problems encountered and propose innovative ideas and prepare proposals. Write patent and product manuals.
Requirements	1. A M.S. or Ph.D in biochemistry, molecular biology and other bio-related fields.
	2. More than 3 years working experience in biological research and development. Demonstrated strong innovation ability.
	3. Having a keen sense of responsibility, self-motivation, good communication and teamwork skill.
	4. Good English reading and writing skills and able to communicate in English.

Job ID: 204	
Position	Senior Scientist of Animal Model
Opening	1
Description	<p>1. Manage animal model and in vivo study projects and provide valuable input and directions for the group.</p> <p>2. Be responsible for a variety of custom projects. Coordinate with our sales and marketing dept to ensure smooth delivery of the projects.</p> <p>3. Develop new technologies to establish or improve the capability of in vivo studies.</p> <p>4. Working with marketing dept to expand the business relationship with customers.</p> <p>5. Mentor and supervise junior scientists.</p>
Requirements	<p>The candidate should provide leadership and therefore should have experiences with and possess deep familiarity with animal models especially oncology animal and related in vivo studies. The candidate must demonstrate good verbal communication skills, be able to manage multiple simultaneous project assignments and work well in team environments. Education/Experience Required:</p> <ul style="list-style-type: none"> • A Ph. D. degree in life science or a related field. • At least 1 year post-doctor training and relevant experiences oncology animal model establishment and related in vivo studies. • Extensive knowledge in oncology, immunochemistry, bioimaging and technologies and techniques

Job ID: 203	
Position	Europe Business Development Manager (Location – Germany or UK)
Opening	1
Description	The role of Business Development Manager will be responsible for our key accounts, and for developing business relationship with biotech and pharmaceutical companies, and establishing strategic relationship with potential partners and companies. The position is primarily responsible for accounts in Germany or UK.
Requirements	At least 2 years direct sales, preferable solution sales in biology markets
	Ability to interact with C-levels, decision makers
	Excellent presentation and communication Skills
	Experiences in early drug discovery is preferred, particularly in assay development, HTS screening, reagent procurement, and CRO management
	Strong education background in life sciences

Job ID: 201	
Position	Marketing Analyst
Opening	1
Description	<ul style="list-style-type: none"> • Profiling and communicating with clients to understand and document the segmented customer needs • Identifying the latest market trend related to the pharmaceutical and biotech industry • Conducting in-depth data analyses using traditional and advanced methods • Authoring reports containing actionable recommendations
Requirements	<ul style="list-style-type: none"> • M.S. or Ph.D. in life sciences. • Practical experience in molecular biology, protein biochemistry, peptide research, cell biology, antibody study, or drug discovery and development is preferred. • Additional business-related experience is a plus. • Excellent English verbal and written communication skills. Proficient in MS Office. • Critical thinking and strong information assembly, organizing, processing, and presentation skills. • Good organizational and detail-oriented skills. • A team player.

Job ID: 193	
Position	Manager, Marketing Department
Opening	1
Description	Responsibilities:
	Conduct and analyze market research to determine current market conditions
	Design and develop the marketing plan to support the growth of the brand
	Work with various marketing functions to implement market research, promotion and advertising plan
	Coordinate in a team-based environment to plan and to implement marketing strategy, in partnership with other partners, functional teams and R&D colleagues.
	Team building, leading, coaching, and management
	Budgeting and financial management of marketing efforts
Requirements	Keen understanding of customer needs for the early drug discovery process, particularly in the field of biological assay development and lead screening
	Doctor or Master degree in the fields of life sciences, MBA is plus
	Five years marketing experience and three years in management level, must be able to demonstrate outstanding marketing skills and potential, developed within biotechnology or pharmaceutical industry environment
	Experience with conceptualizing, writing and executing marketing and promotion plans
	Demonstrated creativity as well as strategic and analytical thinking skills
	Strong strategic mindset and business acumen
	Excellent written and verbal communication skills

Job ID: 192	
Position	Group Leader, Algorithm and Bioinformatics
Opening	1
Description	<p>This position will be responsible for building the key bioinformatics system and tools revolving around GenScript core services. Vital to the role is interacting with the business development to understand our customers needs, identifying the enabling technologies, the developing algorithmic and the informatics solutions, and the effective planning and execution. The candidate will provide project leadership and will therefore have experience with the software lifecycle development and the quality assurance process. The qualified candidate must demonstrate exceptional verbal communication skills, be able to manage multiple simultaneous project assignments and work well in team environments.</p>
Requirements	<p>Ph.D. in bioinformatics, the computation biology or related fields</p> <p>Advanced knowledge of the bioinformatics algorithm in DNA and the protein sequence analysis and applied mathematics</p> <p>Familiar with the search engine algorithm preferred</p> <p>Familiarity with the web based business technologies and practices preferred</p> <p>Experience with deploying and commercializing complex information systems</p> <p>Leadership and management experience in the bioinformatics software development environment is preferred.</p> <p>Advanced programming and designing skills in C/C++, Java, and Perl</p>

Job ID: 183	
Position	Senior Research Scientist
Opening	1
Description	The position is in our protein department, focusing on protein expression and purification. The desired candidates should have solid experimental background in different expression system including E. coli, Sf9 cells and mammalian cells.
Requirements	--Ph. D. in Biochemistry, Molecular biology, or related Life Science fields. -- Demonstrated effective written, verbal and interpersonal communication skills. --Experience with protein expression and purification. -- Virus vector construction is a plus --leadship skills