

GenScript USA Incorporation:

GenScript USA Incorporation (www.genscript.com) is a world leader in biology CRO service with more than 800 employees. Its headquarters is located in Piscataway, New Jersey with a subsidiary site in Nanjing, China. Our dedication to innovation has led GenScript to generate a continuous flow of services and products to ease and accelerate biology research and drug development 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 and service 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. Here are the positions we intend to fill:

Job ID: NJ001

Position: Head of Animal Model

Opening: 1

Location: Nanjing, China

Responsibilities:

1. Manage all scientists in Animal Model. Provide valuable input and directions for the group.
2. Be responsible for a variety of custom projects. Coordinate with our sales and marketing dept to ensure smooth delivery of the projects
3. Develop new technologies to improve the capability of structural biology
4. Working with marketing dept to expand the business relationship with customers
5. 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 in life science or a related field
2. At least 1 year post-doctor training and relevant experiences in polyclonal and monoclonal antibody production and characterization by ELISA, Western blot, IP, IHC, IF, FACS, etc.
3. Expert knowledge in immunochemistry, immunocytochemistry and biochemistry

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Job ID: NJ002

Position: Head of Structural Biology

Opening: 1

Location: Nanjing, China

Responsibilities:

1. Manage all scientists in structural biology group. Provide valuable input and directions for the group.
2. Be responsible for a variety of custom projects. Coordinate with our sales and marketing dept to ensure smooth delivery of the projects.
3. Develop new technologies to improve the capability of structural biology
4. Working with marketing dept to expand the business relationship with customers
5. 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 in life science or a related field
2. At least 3 years of progressive and relevant experience in protein crystallizations and structure solving
3. Expert knowledge in structural biology
4. Experience in management

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Job ID: NJ003

Position: Senior Scientist, Antibody Production

Opening: 1

Location: Nanjing, China

Responsibilities:

1. Provide supervisory and training to associate and assistant scientists
2. Be responsible for research and development for new technology development to promote our antibody services and products
3. Provide support for some major custom antibody projects and internal product development projects
4. Be involved in custom and internal antibody project design, customer communication and technical support
5. Working with marketing and sales dept to expand the business relationship with customers

Requirements:

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. 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 in life science or a related field
2. At least 1 year post-doctor training and relevant experiences in polyclonal and monoclonal antibody production and characterization by ELISA, Western blot, IP, IHC, IF, FACS, etc.
3. Expert knowledge in immunochemistry, immunocytochemistry and biochemistry

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GenScript USA Incorporation:

Job ID: NJ004

Position: Product Manager- Molecular Biology and Cell Biology

Opening: 3; Location: Nanjing, China

Responsibilities:

Define the strategy for the assigned product portfolio which, in turn, will roll up into the overall product strategy of company. Manage all aspects of the molecular biology and cell biology Product Portfolio to ensure new product development and sales targets are met. Manage product from concept through its life cycle to its discontinuation. Duties include, but are not limited to:

- Analyze product portfolio sales trends and pricing to identify areas for improvement or strategic focus
- Develop and implement an agreed marketing plan for the portfolio working alongside the Product Marketing team. This involves implementation of positioning, channel, pricing and sales support, advertising and promotion.
- Utilize market information, voice of the customer and Research & Development to identify new product opportunities
- Work closely within the product development team to manage products through the new product development process to deliver a successful launch
- Coordinate with the sales teams to deliver timely and effective product launches, including providing training materials for internal technical service and sales teams and effective forecasting
- Responsible for web content and catalogue content
- Analyze viability of requests for customized products/OEMs, and launch where appropriate
- Provide pro-active communication with senior management regarding the product portfolio, its performance and any major issues or changes in the market or competition

Requirements:

Minimum Requirements:

- Master's degree in science, preferably in a life sciences discipline (i.e., biochemistry, molecular biology, immunology or cell biology, Ph.D. or MBA is plus.
- 1 year of relevant professional experience in product development, sales and/or marketing
- Experience creating PowerPoint slides and presenting to large and diverse audiences
- Willing to relocate to China and able to travel internationally up to 20% of the time

Additional Desired Qualifications:

- Computer literacy, particularly with Microsoft Word, Excel and PowerPoint
- Excellent technical written and oral communication skills
- Pro-active problem solver
- Self-managing and self-motivating individual who can prioritize tasks effectively and meet customer expectations and deadlines

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Job ID: NJ005

Position: Senior Scientist of antibody drug discovery

Opening: 1

Location: Nanjing, China

Responsibilities:

1. Be responsible for a variety of CRO projects. Coordinate with our sales and marketing dept to ensure smooth delivery of the projects.
2. Develop new technologies to improve the capability of the dept.
3. Working with marketing dept to expand the business relationship with customers
4. Mentor and supervise junior scientists

Requirements

The candidate will provide leadership and will therefore have experience with and possess deep familiarity with antibody drug discovery 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 in life science or a related field
2. At least 3 years of progressive and relevant experience in antibody drug discovery
3. Expert knowledge in antibody library construction and screening
4. Experience in management

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Job ID: NJ006

Position: Senior Scientist in Bioprocess Department

Opening: 1

Location: Nanjing, China

Responsibilities:

1. The successful applicant of this position will join our Bioprocess department to develop and establish a new service using directed evolution technology.
2. The scientist will be in charge of conducting scientific experiments and building a scientific team to provide cutting-edge directed evolution services for protein evolution with desired improved functions.
3. These duties will include cell cultures, evolution library construction, high-throughput assay development and screening, data analysis and presentation as well as writing technical reports and original manuscripts.
4. 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

1. A Ph.D. degree in life science or a related field
2. At least 3 years of working experience using directed evolution to improved protein functions
3. Expert knowledge and hands on experiences in different expression systems including *E. coli*, yeast, and mammalian cells
4. Experience in management

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Job ID: NJ007

Position: Senior Scientist in Bioprocess Department-New services

Opening: 1

Location: Nanjing, China

Responsibilities:

1. The successful applicant of this position will join our Bioprocess department to develop and establish new services using stem cell technology.
2. The scientist will be in charge of conducting scientific experiments and building a scientific team to provide cutting-edge stem cell research or production services.
3. Other duties include data analysis and presentation as well as writing technical reports and original manuscripts.
4. 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:

1. A Ph.D. degree in life science or a related field
2. At least 3 years of working experience in stem cell technology for research or industrial application
3. Expert knowledge and hands on experiences in growing and maintaining stem cell cultures
4. Experience in management

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Job ID: NJ008

Position: Customer Service and Technical support Manager

Opening: 15

Location: Nanjing, China

Responsibilities:

Account Manager is the interface between customers and production team.

1. Handle customer inquiries on our products and services and provide solutions/quotations to meet customer's need
2. Answer customer technical questions and manage project progress
3. Maintain and increase existing customer pool by providing services and technical support with high quality

Requirements:

1. Master or Ph.D. in life sciences. Practical experience in molecular biology, protein biochemistry and antibody preparation/application is preferred.
2. Excellent verbal/written communication skills in English
3. Good organizational skills and detail oriented
4. Proficient in MS Office
5. The position is ideal for a scientist with a track record of success working with broad research experience, who now wishes to use their technical expertise OUTSIDE of the lab. in a customer service and technical support setting.

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Job ID: NJ009

Position: BD Support

Opening: 3

Location: Nanjing, China

Responsibilities:

1. Business development and customer relationship management at responsible territory.
2. Handling customer inquiries and providing sale quotation on our products and services.
3. Assisting customers with technical questions.
4. Maintaining customer sale accounts.

Requirements:

1. Bachelor's degree and above in life sciences
2. Familiar with drug discovery process
3. Customer orientated service attitude
4. Previous sales experience is preferred
5. Good communication skills in written and oral English
6. Strong sense of responsibility, self-motivated, good communication skills, and excellent attention to details

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Job ID: NJ010

Position: Marketing Analyst

Opening: 1

Location: Nanjing, China

Responsibilities:

1. Profiling and communicating with clients to understand and document the segmented customer needs
2. Identifying the latest market trend related to the pharmaceutical and biotech industry
3. Conducting in-depth data analyses using traditional and advanced methods
4. Authoring reports containing actionable recommendations

Requirements:

1. M.S. or Ph.D. in life sciences
2. Practical experience in molecular biology, protein biochemistry, peptide research, cell biology, antibody study, or drug discovery and development is preferred.
3. Additional business-related experience is a plus
4. Excellent English verbal and written communication skills. Proficient in MS Office
5. Critical thinking and strong information assembly, organizing, processing, and presentation skills.
6. Good organizational and detail-oriented skills
7. A team player

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