



## Senior Scientist

### Description:

Guild BioSciences is a growing biotech company that develops biologically oriented products for dynamic high-impact applications. We are seeking experienced candidates with strong research capabilities and innovative approaches to drive the development of new biologically inspired products. The Senior Scientist will be responsible for conducting high quality research and product development, acquiring externally funded grants, managing projects, engaging with a multi-disciplinary staff to provide support for current and future R&D projects, and transitioning research into marketable products.

### Education/Experience:

The candidate must have a PhD in microbiology or molecular biology. Prior experience with bacteriophages, infectious diseases, and/or diagnostic/detection technologies is advantageous. Product development capability and experience with the FDA regulatory process for clinical diagnostics is especially desirable. Industrial experience and significant fermentation scale-up experience is a plus.

### Requirements:

- Strong record of research accomplishments and transitioning this research into successful products.
- Experienced project manager with ability to interface with technical staff and executive leadership.
- Extensive research experience with microbial pathogens, diagnostic development; and experience with FDA approval processes.
- Strong team-player, self-motivated, self-directed, and action oriented; able to learn quickly and adapt; demonstrates strategic thinking and analytical skills.
- Strong written and verbal communication skills and interpersonal capabilities that foster collaborative R&D internally and externally.
- Excels at interacting with customers and presenting research.
- Experience in collaborating with a business development team to execute prioritization and definition of products and features.
- Strong experience in writing and winning federal proposals/grants from agencies such as NIH, DoD, USDA, DOE (e.g. SBIR, BAA, R21), and/or a history of revenue generation from industrial customers.

- 3+ years' experience in product development for healthcare-related products (diagnostic or detection), and FDA approval processes.
- Experience in coordinating with internal and external R&D groups to develop competitive products; and to ensure customer needs are prioritized and represented by defining product requirements, application cases, product features and target product profiles.
- In partnership with the product development team, demonstrate the ability to define, lead, and present: solution demonstrations, usability testing pilots, and validation studies.
- Competence in integrating multiple products into the overall company business strategy.

Status: Guild Associates, Inc. is a drug-free workplace in compliance with the Drug-Free Workplace Act and an Equal Employment Opportunity/Affirmative Action Employer.

Application process:

Interested candidates should send the following information to [dmanley@guildassociates.com](mailto:dmanley@guildassociates.com):

- Curriculum vitae
- cover letter which summarizes qualifications and experience