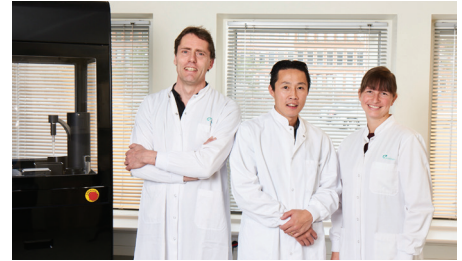


## Application Scientist, Japan

Do you want to be part of a growing team and play an important role in continuing our success in building the Japanese market?

### About the position:

Due to our continued growth, Sophion Bioscience K.K. is seeking an Application Scientist to be based in our facility in Japan (Honjo Waseda, Saitama). As an Application Scientist at Sophion, you will encounter interesting challenges of technical and application character of nearly all known ion-channels. You will be challenged with the very fundamentals of patch-clamping as well as collaborating with the best electrophysiologists in both industry and academic laboratories. You will be a part of a global application team with colleagues in Denmark, the United States and China.



### Main Responsibilities:

- Plan and perform product demonstration, installations, training and presentations at end-user sites
- Lead our local distributor in Tokyo for marketing and sales in identifying key customer segments and developing strategies to increase reach and revenue
- Travel as needed to customer meetings, tradeshow, and relevant scientific meetings.
- Be the customer's voice in development work for new applications and assays
- Assist in optimizations of cell lines for automated patch clamp
- Design and conduct demos at our laboratory site and provide customer presentations for pre-sales support
- Writing of application reports, posters and publications
- Participate in validation studies for new products
- Conduct contract research experiments for clients and report the results

### Key Qualifications:

- Scientific background in biology, pharmacology or similar field
- Preferred: PhD in electrophysiology, biology or related area
- Required: MSc with at least 2-year experience in pharma and/or CRO company(s) will be considered
- Experience with electrophysiology is a must
- Manual Patch clamp and/or automated patch clamp experience is required
- Knowledge of the drug discovery process from high throughput screening (384-format) to lead optimization and safety assessment on ion channels is a plus
- Experience in managing laboratory(s) and team members will be recognized

### Personal Qualities:

- Required: Already resides in or being allowed relocating to Honjo Waseda or adjacent regions
- Willingness to travel at least 30% of the time, sometimes with short notice. Some weekends may be required from time to time
- Highly driven and motivated work ethic
- Able to provide team members with relevant support in a timely and effective manner and foster their teamwork and team spirit
- Ability to work independently as a team leader who can manage projects and members in the laboratory
- A spearhead that works well in a dynamic environment and can have several activities ongoing at once and keep the overview
- Service-minded, enthusiastic, self-driven, and enjoy solving complicated problems with a general technical flair and a "can do, will do" mindset

- Able to communicate fluently in Japanese and English and have excellent communication skill to sense the demands and expectations of customers in Japan and other countries in the territory
- A hands-on person who thrives in a laboratory environment
- Proficient in Excel, PowerPoint, Word

### Experience:

- Cell Culture (cell lines and primary cells, stem cells is a plus): 2 years' experience (preferred)
- Customer facing at CRO or drug discovery in pharma company: 2 years' experience (preferred)

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Send your application and resume to [Job@sophion.com](mailto:Job@sophion.com) with "Application Scientist JD27236" in the subject heading.

If you have any questions, please contact the hiring manager:  
Yuji Tsurubuchi, General Manager  
Sophion Bioscience K.K.

[YTS@sophion.com](mailto:YTS@sophion.com) - Phone: +81 90 2454 7967  
Application deadline: As soon as possible

Sophion was founded almost twenty years ago by a group of passionate electrophysiologists, all having the shared purpose of making patch clamping objective and independent of user skills to provide faster, more accurate and objective results. We are an innovative, rapidly expanding company that has developed from a startup into a global organization, while maintaining the passion and drive to provide solutions for high performance cell analysis.

Today the company's analytical platforms QPatch and Qube are placed at leading pharmaceutical companies and Contract Research Organizations (CRO) and with our dedicated support and service, it ensures us a leading position in the market. We try our best to be a great company to work for; fun, fulfilling and always challenging as we compete in a fast-moving market and industry.