

Position Title: Business Director of Variant Science Solutions

Position Duties: Prepare and deliver scientific and technological sales presentations to potential and existing clients based on assessment of client requirements. Demonstrate and discuss a wide variety of use cases to engage with diverse range of client needs and requirements. Actively maintain understanding of evolving Next-Generation genome sequencing field and diagnostic testing technologies and of client needs. Utilize, discuss, and present on the intricacies of designing clinical reports from the perspective of clinicians, patients, and other consumers unfamiliar with next generation sequencing technologies and provide clients with objective assessments to adopting a variety of approaches to meet their needs. Walk clients (with varying levels of scientific understanding) through a range of complex issues in the genetics field to help clients understand and navigate the requirements and advantages of Strand Life offerings. Engage with Lab Directors to provide meaningful technical inputs for their validation plans on new tests and help in tackling issues such as critical genic regions to be included or excluded, low coverage issues, and chart the path to getting the tests to production particularly on the analytics. Provide guidance on the nuances of various sequencing platforms. Liaison with field application scientists of custom reagent vendors and with instrument vendors above to help address questions and clarifications of the laboratory on the suitable technology choices for their diagnostics tests.

Requirement(s): Master's degree in Biochemistry or related field or foreign equivalent and 5 years' experience as scientist or sales engineer working on variant science business solutions.

Wage: \$125,133.00/year; 40 hours/week

Job Site: 229 Dnieper River Way, Sacramento, CA 95834

Where to Apply: Mail resume to Shalani M. – 548 Market St., Ste. 82804, San Francisco, CA 94104.