



BLACKSHEEP VIETNAM CO., LTD

22 Pho Duc Chinh, Truc Bach, Ba Dinh, Hanoi, Vietnam

W: blacksheepower.com

Registered in Vietnam: 0108567193

Applications Scientist – Do Bio

Full time position,

Location: Hanoi, Vietnam

Report to: Hanoi Applications team /Distributor Manager

Blacksheep is a fast-growing international science and engineering company – a great place to develop your career in Vietnam. Our company offers a wide range of consulting services to our partners, including engineering, bioinformatics and sales & marketing strategy. Our products are used for many scientific applications including biology, chemistry, biotech research, material sciences, and scientific discovery.

Our partner, Blacktrace Holdings Ltd., headquartered in the U.K, is increasing their activities for the brand Do Bio, expanding applications around Biological Molecules in Microfluidics (e.g single cell genomics, hydrogel droplets for screening and cell culture, encapsulation of mRNA/Proteins/Oligos...). Blacktrace presently has a successful relationship with Blacksheep in Hanoi as a partner for Sales and Marketing in Asia and would like to expand the scope of this relationship. Therefore, we are looking for a young and energetic scientist who has biology background and would like to pursue a career with us. You will be working with world-class scientists to deliver cutting-edge technology used for life-changing applications.

Due to the nature of the role, we expect you to be completely fluent in English and be a proactive individual by nature.

Main tasks:

The main responsibility of the Applications Scientist is to work closely with the sales team to support direct customers, distributors on products and technical inquiries. You will travel to give technical presentation, run demo, experiments, as well as giving training to customers and partners.

Your typical duties will include but are not limited to:

- Support the sales team, distributors, and customers on technical and applications questions
- Perform online/onsite demonstrations, as well as installation and training
- Work on feasibility studies and experimental demonstrations (wet lab)
- Creation of content for sales support and marketing including webinars, technical and application notes, and other documents
- Give talks in webinars, seminars, and conferences
- Support customers to run experiments

- Trouble shoot technical issues for customers
- Manage the demonstration kit and ensure that the kit is in a good condition
- Work with customers/partners in case they are writing up data
- Training new starters on the use of any new technical/product applications

Required skills and capabilities:

- At least having a Master's in Biology/Molecular Biology/Genomics/Biotechnology, although PhD preferred.
- Fluent in English, both oral and written. Chinese Mandarin is a big plus.
- Excellent team, communication, and interpersonal skills.
- Excellent organizational skills and the ability to multi-task, follow up to support customers.
- Excellent presentation skill.
- Willing to travel (up to 25%) and to work in different time zone when required.
- Understanding of business culture in EMEA, APAC is desirable.

Benefit:

- Fully equipped facilities: lab, clean room, etc... that follow international standards.
- Laptop provided.
- 20 annual leave (plus public holiday according to Vietnam Labour Code).
- Premium medical care.
- Competitive salary.
- Maximum 5 remote working days/month.
- Flexible working hour.
- Full salary during probation.

If you would like to apply for this position, please email your covering letter addressing each of the job requirements and CV to:

admin@blacksheeppower.com the attention of **Ms Giang Nguyen, Operations Director**

We look forward to hearing from you!

Blacksheep Vietnam Co., Ltd.