



Image Analysis Specialist Job Description

The Company

Aperio is the leading provider of digital pathology solutions in hospital and reference labs, academic medical centers, and biopharma institutions across the world. Today, our affordable and complete product portfolio is proven to lower costs, increase efficiencies, and enhance workflow in labs everywhere. Our comprehensive product line features our ScanScope® scanners, Spectrum™ image management (PACS) software, SecondSlide™ slide sharing service for pathology, and image analysis tools and services.

Aperio's products are FDA cleared for specific clinical applications, and are intended for research and education use for other applications. For clearance updates and more information please visit www.aperio.com.

Summary: The Image Analysis Specialist will be part of a dynamic team within the Aperio sales force. This person will be directly involved with the sales team and responsible for pre-sales activities with prospective and existing customers. The image analysis specialist will also have interaction with other departments including Operations, Marketing, Development and Quality

Major Responsibilities:

- Perform in-house and field based activities including but limited to:
 - Pre-sales on-site and / or WebEx presentations regarding Aperio Image Analysis tools, integration of Image Analysis tools within Spectrum Plus.
 - Communication with customers to troubleshoot image analysis and/or to determine optimal image analysis configuration and applications.
 - Continuous product improvement feedback from the field
- Other responsibilities as needed:
 - General demonstrations on-site and/or WebEx presentations regarding Aperio hardware, software and applications, including workflow, Spectrum Plus, and basic IT infrastructure.
 - Attending assigned tradeshow
 - Participating in writing support materials for customers
 - Participating in project management for key accounts
 - Participating in user meetings

Qualifications:

- Understanding of image analysis tools used in histology demonstrated by proficiency with Aperio Image Analysis and/or other image analysis software programs is expected.
- Demonstrated effective interpersonal skills, customer interaction skills: including effective internal and external communications, presentation skills and knowledge transfer is desired.
- Superior verbal and written skills, including demonstrated proficiency with Microsoft Office; email, internet, Power Point, Excel and Visio.
- Understanding of pathology workflow and routine immuno-histochemistry stains and techniques is expected.
- Familiarity with CLIA, CAP and GLP guidelines a plus.
- Solid organizational and prioritization skills with a passion for providing superior service.
- Demonstrated ability for problem solving is expected.
- Ability to work independently as well as with a team
- Consistent professionalism in customer and cross functional team interactions with a high concern for customer needs and expectations.
- Initiates and willingly accepts new assignments and successfully completes them in a timely manner.

Requirements:

- Minimum B.S. Degree in Biology, Engineering, or related field preferred with 5 - 7 years of relevant experience. A Masters Degree in Biology or Engineering with image analysis emphasis is preferred.
- Previous experience in histology/pathology applications, instrumentation or reagents preferred
- Previous customer service or application experience preferred
- Previous microscopic imaging experience a plus
- Previous IHC workflow experience a plus
- Previous sales experience a plus



- Must have a car large enough to hold a ScanScope, a valid drivers license and automobile insurance
- Ability to travel 30-40%

Location and type: Various locations in the US and internationally

Compensation and benefits:

Aperio pays our great people salaries commensurate with market value, and provides full benefits including health benefits. All Aperio employees participate in our stock option plan.

Contact

Aperio is committed to attracting and retaining the most highly qualified candidates available. As an Aperio employee you will be consistently challenged to deliver your best. Because we provide our customers the best technologies and service in the industry, you will constantly develop new skills, learn new products, and be involved in activities that are highly valued in the marketplace. At Aperio, we value our customers as partners, and therefore strive to deliver excellence in everything we do. If you are ready for this challenge, contact us by sending your resume to jobs@aperio.com. Please include the position title in the subject line of your email.