



## **Workflow 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](http://www.aperio.com).

**Summary:** The Workflow Specialist will be part of a dynamic team. This person is responsible for direct involvement with the sales team and with customers regarding the optimal configuration and implementation of Aperio digital pathology systems. This position involves extensive interaction with other roles including Technical Service, Sales, Marketing, Development and Quality.

**Major Responsibilities:** the position will perform in-house and field based activities including:

- Training internal and external customers on Aperio Scanning Hardware and Software
- Pre- and post-sales support in the field and in-house, including WebEx presentations
- Successful deployment and implementation of Aperio systems in the field for assigned accounts
- Assisting with training and deployment of new releases
- Software beta testing as needed
- Phone support for applications
- Continuous product improvement feedback from the field
- As needed:
  - Attend assigned tradeshow
  - Participate in writing support materials for customers
  - Participate in project management for key accounts

### **Requirements:**

- Understanding of pathology workflow and routine immuno-histochemistry stains and techniques is expected
- Aptitude for applying workflow concepts in a data management environment
- Prior experience with LIMS or LIS systems, barcoding solutions, and database organization highly desirable
- Degree in Cytotechnology, Medical Technology, Histology, Clinical Laboratory Science or similar preferred; HLT certification highly desirable.
- Minimum of 5 years of relevant experience in a clinical immunology, anatomic pathology or histology lab
- Previous experience in applications or training in instrumentation or reagents related to pathology
- Previous customer service or application experience preferred
- Previous microscopic imaging or image analysis experience a plus
- Ability to travel 30-40%

**Location and type:** Full-time employment in Vista, California (North San Diego)

### **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](mailto:jobs@aperio.com). Please include the position title in the subject line of your email.