



**Elucidata**

[www.elucidata.io](http://www.elucidata.io)

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**Job Title:** Solutions Architect

**Job Type:** Full-time

**Job Location:** Remote (EST)

**About Elucidata:**

Elucidata's mission is to accelerate drug discovery by transforming the way molecular biomedical data is used to drive decisions in R&D labs. Elucidata's ML-enabled platform Polly structures heterogeneous molecular data as well as trained human experts. Our state-of-the-art technology transforms semi-structured data so that it is analysis ready. Polly has been used to discover therapeutic assets that have high odds of success in the clinic in oncology, immunology and more.

In the past few years, with our product and services, we have driven impact with over 40+ partners spanning industry and academia including premier biopharma companies like Pfizer, Genentech and Agios; and leading academic labs at Yale, MIT, UCLA.

We are looking for teammates who are not satisfied with quick fixes or canned solutions to the world's most challenging problems. If you seek an intellectually stimulating environment where you can have a major impact on critically important industry, we'd like to talk to you.

**Your Role:**

Elucidata is seeking a bioinformatics enthusiast for the role of a Solutions Architect as a part of the Revenue team at Elucidata. This individual will use their domain expertise and product understanding to support customers and our sales team in pre-sales opportunities.

The successful candidate will work closely with Elucidata colleagues, including sales account managers, product management, quality assurance, and R&D scientists/engineers to ensure our products and services continue to serve the evolving needs of our customers in the life sciences industry.

**Key Responsibilities**

- Provide scientific presentations and compelling pre-sales product demonstration for potential customers
- Understand and translate customer requirements to develop scientific and technical plans that help customers achieve their business objectives.

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Elucidata, Cambridge & New Delhi

- Communicate with external and internal stakeholders and work on project scoping, write statements of work, timeline setting and other pre-sales support activities.
- Work alongside the sales team and account managers to develop and close key commercial opportunities
- Conduct on-boarding and training of customers for Polly - how to use it, the science behind it, and how it can create value for them. This includes providing demonstrations by processing client datasets.
- Serve as the primary technical point of contact for customers, and provide training and support to customers whilst aligning and demonstrating the value of their solution.
- Analyze multi-omics (metabolomic, genomic, proteomic, etc) and other kinds of biological data to derive relevant insights using state-of-the-art statistical methods.
- Customize and co-develop tools and processes as per user requirements by creating pipelines and workflows for scientific analysis and interpretation.

#### **Requirements:**

- Ph.D. or Masters (with 1-3 years of relevant experience) in Bioinformatics, Computational Biology, Biology or related technical discipline.
- Relevant experience in Data Science, Bioinformatics, Omics data analysis or related fields is preferred.
- Proficient in a programming language used for data analysis such as Python or R.
- Previous experience and understanding of biological data, experimental design, data mining, and curation is preferred.
- Hands-on experience applying computational algorithms and statistical methods to structured and unstructured big data.
- Deep understanding of basic statistical concepts and principles, such as regression and hypothesis testing.
- Excellent written and verbal communication skills and have the ability to build deep ongoing relationships with multiple teams and stakeholders at all levels

#### **Perks of working with us**

- Autonomy to work from anywhere. Only one rule - get things done!
- Opportunity to work on creating India's first life-sciences tech unicorn

We are proud to be an equal opportunity workplace and are an affirmative action employer. We are committed to equal employment opportunity regardless of race, color, ancestry, religion, sex, national origin, sexual orientation, age, citizenship, marital status, disability, gender identity or Veteran status.

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