

# Open Roles at SpotSense

SpotSense was started with the vision of providing equitable health access to all. At SpotSense we are creating a platform of rapid, bedside, point-of-care diagnostics that have the potential to change how healthcare is delivered. Our journey started in 2016 when we created the first ever salivary diagnostic technique for monitoring newborn infections, since then we have gone ahead and created capabilities in diagnostics development across multiple diseases. We are now rebuilding, realigning and recreating ourselves so that we can build better and build faster. If you are interested in joining us on this journey write back at [amrita@spotsense.in](mailto:amrita@spotsense.in)

Our first product, Droolie, helps in preventing newborn death and complications by diagnosing and monitoring newborn infections early and at home. This product has come a long way since conception and is now ready to be used in a hospital scenario with babies. With your help we aim to take our diagnostic products to scale. Further you will also be involved in the development and conceptualization of new products newborn screening.

## SpotSense Open Positions

- 1. Clinical Researcher:** You will be involved in working with various hospitals along with the inhouse team for pilot trials and clinical trials of our products. You will also be involved in designing the research proposals, being the first-point-contact to doctors and clients and carrying out the research at clinical sites. Further to this, we would expect your involvement in creating technical write-ups and white papers based on the research being carried on.  
We are looking for people with 3+ years of experience in biomedical research. Preference will be given to applicants with excellent communication and technical writing skills.
- 2. Hardware Engineer:** You will be involved in working with the product team and oversee the development of one or more products in the diagnostics field. You will be involved in product conceptualization and design and prototype stages.  
We are looking for people with 5+ years of experience in analog electronics. Preference will be given to applicants with very strong background in embedded systems and who are passionate tinkerers.
- 3. Application Developer:** You will be involved in working with the product team to develop, test and debug our android applications for various products.  
We are looking for people with 3+ years of experience in android app development. Preference will be given to people with additional experience and knowledge in other programming domains.

- 4. Product Head (Sales):** You will support sales and marketing of new and existing products. Your day-to-day activities will include key relationship building, concept selling, account management, exploring market segments, market potential analysis and more. We are looking for people with atleast 5+ years of experience in sales in healthcare. Preference will be given to applicants with previous experience in sales of medical consumables or in-vitro diagnostics.
- 5. Product Head (Engineering):** You will be leading the product design, development and transfer to manufacturing. You will also be involved directly with the customer for betterment and advancement of features and obtaining customer insights. We are looking for people with atleast 3+ years of experience as product lead in any hardware business. Preference will be given to people with domain expertise in medical equipment engineering or diagnostics development.
- 6. Biochemistry (Intern):** You will be responsible for the design and execution of experiments, maintenance of wet lab, quality check of the products and assisting in any customer complaints. We are looking for anyone with hands-on experience in experimental techniques such as ELISA, protein extraction, protein characterization and SDS-PAGE. Preference will be given to applicants with some amount of industry experience.
- 7. Product Engineer (Biosensors):** You will be responsible for execution of design, testing and verification of various biosensor platforms for human diagnostics. You will be working mostly in domains of lateral flow technology or electrochemical sensing. We are looking for anyone with 3+ years of hands-on experience in industry or academia in development of biosensor technologies. Preference will be given to applicants with biotechnology or electrochemistry background.
- 8. Marketing (Intern):** You will participate in defining the marketing strategy for different products in our portfolio and support sales in a variety of channels. You will interface with clinicians and hospitals to understand their needs and provide product explanations, initial training and create product related briefs, brochures and other documents. We are looking for anyone with some experience in sales and marketing in the social sector. Preference will be given to applicants having a technical educational background.

Salaries and incentives are negotiable.

If you are interested in applying for any of the above roles, please apply using the form here:

<http://bit.ly/2Mcil9a>

For any further questions or to mail additional details please feel free to mail me at

[amrita@spotsense.in](mailto:amrita@spotsense.in)

