



Steven Quistad, PhD

Customer-Facing Molecular Biologist

- Passionate molecular biologist with experience working with customers across the USA and EMEA
- Driven problem solver who enjoys the challenge of understanding customers needs and providing solutions
- Enthusiastic scientific communicator who excels at distilling complex scientific concepts into simple and engaging content

Contact

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Address

11 Villa Gaudelet, 75011
Paris, France

Education

2015

PhD, Cell and Molecular Biology

University of California San Diego
San Diego State University

2008

B.A. Biology (High Honors)

University of California Santa Barbara

Trainings

- Challenger Sales Program
- Sales Growth (eCornell, in progress)

Expertise

- Building and maintaining customer relationships
- Scientific communication
- Project management

Languages

- English (Native)
- French (B2)
- Spanish (A2)

Nationalities

- American/French

Experience

2022 - 2024

DNA Script, Paris, France

Senior Applications Scientist

- Provided technical consultations to customers from academia to Big Pharma
- Worked closely with the Marketing and Sales teams to identify and close sales opportunities
- Led customer trainings on the SYNTAX platform
- Participated in lead generation activities (customer demos, booth duty etc.)
- Presented at scientific conferences and online seminars

2019 - 2022

DNA Script, Paris, France

Applications Scientist

- Designed and ran on-site demo lab at the Institute Pasteur, Paris for 1 year
- Established and managed 17 projects across 14 different labs
- Designed and executed projects for collateral generation

2015 - 2019

ESPCI, Paris, France

Marie Skłodowska-Curie Research Fellow

- Topic: Horizontal gene transfer and the evolution of microbial communities
- Techniques: NGS, DNA extraction, bioinformatic analysis, microfluidics

2010 - 2015

UCSD/SDSU

National Science Foundation Graduate Research Fellow

- Topic: Viruses, corals, and the evolution of immunity
- Techniques: Immunoassays, NGS, cell culture, virus extraction, SCUBA

2008 - 2010

UCSB

Research Assistant

- Topic: Viral metagenomics
- Techniques: NGS, DNA extraction, virus isolation, Stable Isotope Probing

2006 - 2007

U.S. Geological Survey, Menlo Park, California

Research Assistant

- Topic: Methanogenesis and mercury cycling in wetland environments
- Techniques: Gas chromatography, microbial community incubations

Awards

- Provost Award, San Diego State University
- Presidents Award, San Diego State University
- Award of Distinction, University of California Santa Barbara
- Award of Excellence, University of California Santa Barbara
- Innovator of the Future, Rambus Inc.