

**Prolific Earth Sciences,  
MicroBIOMETER.com  
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## **Lab Director**

Perfect job for someone with the strange skill set we need. Dynamic and wonderfully chaotic start up in regenerative agriculture seeks a new team member to take new soil test development to next level, improve test and manufacturing quality control, and improve manufacturing supply chain. Candidate needs to have lab experience and background in soil science. Candidate should be able to work well with both farmers/growers and academics. You would be joining a small team of 5: President, Lead Scientist; Director of Technology, Dir of Sales, and Head of Manufacturing. We all work closely together and feel passionate about the microBIOMETER's ability to help growers improve soil health and move the dial on soil carbon sequestration. This is an on-site 9-5 commitment. Salary range 60-80K + generous options, no benefits.

## **Job Responsibilities**

**Test development:** Work with founders to lead and support new test development and current test support and improvement. Skills/capabilities: soil science, diagnostic test experience, scientific method/documentation

**Quality Control** on existing test and new tests, support testing of product changes and new app updates.

**Manufacturing:** oversee one very competent staff member- provide backup to manufacturing and inventory management. Work on getting new suppliers and improving manufacturing process.

## **Function**

Responsible for overseeing manufacture, quality control and supporting new test development in the lab

Expected to input significantly to future direction of soil testing

Able to forge and manage relationships with University research partners for uses of PES tests

Ability to write technical and consumer oriented articles on soil health.

Responsible for handling relevant client questions

## **Qualifications**

College B.S., M.S, or PhD in Sciences, including soil science, microbiology, XXX. (Judy and Brady- add) A combination of formal education, work experience, and passion will be considered.

Team player who with a strong sense of worth. This person will join a functioning team, each person who is entrepreneurial and ready with a solution and so they must possess the ability to strongly defend their position while remaining open to alternative solutions.

Obsessed with soil health

Connected in the soil health world

High in organizational skills of both physical space and projects

Comfortable in the academic and agricultural world – able to bridge

Familiar with laboratory soil tests

Possessing laboratory skills

Ability to keep accurate records

Supervisory skill

Must have a keen appreciation of Quality Control and ability to oversee quality control of product

## **About the Company:**

Prolific Earth Sciences is a start up in the AgTech space that has developed a field test that measures microbial biomass and provides the Fungal to Bacterial Ratio in soil. The test is read by our phone app that stores all the data and metadata, including GPS sample date, on the phone and in the cloud for enterprise wide analytics. In addition we built in an API to allow for integration with other systems.

Prolific Earth Sciences was born out of a NSF grant under Dr. Judith Fitzpatrick while at Bergen Community College. Dr. Fitzpatrick's background in microbiology and experiences in medical diagnostic testing was combined with her new understanding and respect for the role microbes play in soil health. It took much effort, lots of wrong turns, and much passion, but the microBIOMETER was released for sales in 2018. Since then sales have increased and the microBIOMETER is now sold in 18 countries around the world. In April 2020 the tests was enhanced to ready fungal to bacterial ratio in soil. She still works tirelessly to improve the test and add more soil information to the platform.