

Founded in 2009 and located near Zurich, Switzerland, Creoptix is a private company specializing in optical instruments and consumables for the label-free analysis of molecular interactions at best-in-class sensitivity for life science research and the drug discovery industry.

In order to support our activities in the US we are looking for a

Field Application Scientist – US Territory

in the field of label-free interaction analysis

Job Description:

The Field Application Scientist is responsible for providing pre-sales and post-sales support for the Creoptix WAVE technology platform. Primary responsibilities include:

- Teaming with Sales Manager/Representatives on sales calls and acting as a technical expert to provide prospective customers with technical information and support to assist with their purchasing decision.
- Working at customer sites to provide assistance with instrument demos, training and technical assistance to users for specific WAVE applications.
- Gathering customer information about technical trends/needs to support development of selling strategies and future products.

Primary Responsibilities:

- Accompanies Sales Manager/Representatives on sales calls in customers' laboratories to provide technical and applications expertise in response to customer inquiries.
- Performs product demonstrations in the field.
- Supports pre-sales and post-sales efforts in the field through on-site visits, telephone and email communication.
- Provides applications training to customers in their laboratories and demonstrates proper operating procedures with Creoptix WAVE instrumentation.
- Prepares and presents seminars to customers, potential customers and Creoptix employees.

- Provides technical training to Sales Representatives and collaborates with them to develop technical selling strategies as well as in-house assay development in collaboration with the Zurich-based development scientists.
- This position requires travel (50%); applicants must have the ability to travel internationally as required and reside in a close proximity to a major airport.

Job Skills:

- Strong technical and laboratory/scientific background.
- Strong problem solving and troubleshooting skills.
- Effective communication skills to clearly articulate technical and product information to both internal and external customers.
- Continued customer interaction/communication to ensure best practices for instrument operation and strengthening customer confidence with the technology.
- Strong organizational skills to manage multiple priorities, make appointments, plan schedules and coordinate efforts with Sales personnel as well as other Service and Support personnel.
- Familiarity with time-resolved kinetics and label-free technology is desired but not a requirement.
- Master's Degree or higher in Biochemistry, Protein/Structural Biology, or related field.

Location: United States, preferably Boston area

Our Offer:

We offer you an exciting and challenging work opportunity in an open, innovative and goal-oriented environment that values both teamwork and self-reliance within an ambitious company. Creoptix is an Equal Opportunity Employer and offers a competitive benefits package along with a 401K.

Interested?

Please send your resume to:
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