

Creoptix AG is a growing company located in Wädenswil near Zurich in Switzerland. Our biosensor instruments are used in life science research labs within academia and industry, providing biochemists with the best tools to explore new applications in the field of molecular interaction analysis.

That is why we are looking for you as

## Field Application Scientist, Europe (100%)

This is a key role in the Creoptix commercialization strategy and a critical support position for the sales force to achieve/exceed the business and growth plan. The role is highly visible to the whole company and will be a key member of the company's team of application experts. The position can be located in the United Kingdom, France, Germany, The Netherlands, Northern Italy, France or Switzerland.

### WE NEED SOMEBODY WHO:

- Is a technical expert with demonstrable biophysics and bioanalytic instrumental analysis background and experience in the markets Creoptix serves.
- Works with the sales development managers to define the standards for demonstrations, plans and conduct customer demonstrations, as well as and sales and customer training.
- Can demonstrate Creoptix solutions to customers and provide a high level of scientific consultancy.
- Can generate leads and suspects with product trainings, seminars, workshops, etc.
- Will represent the product line professionally and scientifically, bring key decision makers together and inspire a vision of what the Creoptix solutions potentially provide to their work.
- Will rely on extensive experience, customer networks and judgment to plan and accomplish FAS goals for the assigned territory.
- Is responsible for providing pre-sales and post-sales support for the Creoptix WAVE technology platform. The application scientist will form a tight team with the Sales Development Managers on sales calls and will act as a technical expert to provide prospective customers with technical information and support to assist with their purchasing decision.
- Will develop and maintain strong customer connections at various levels in the accounts and provide regular feedback on status of specific sales opportunities, the market and competition activities.
- Represents the company at conferences and scientific meetings, develops posters and presents or lectures at such events.
- Is willing to frequently spend time at Creoptix Headquarters in Wädenswil, Zurich to perform customer demonstrations, test customer samples, and work with the WAVE to continuously learn and increase proficiency.
- Supports the in-house assay development collaboration with HQ-based Application Scientists.



## WHAT WE EXPECT

- PhD degree in Biochemistry, Protein/Structural Biology, or related field and a minimum of 5 years of proven application and scientific support experience in the market space.
- Familiarity with time-resolved kinetics and label-free technologies is a requirement. A strong technical and laboratory/scientific background is a must.
- Documented experience in supporting the sale of capital goods into research labs, particularly bioanalytical or related instruments into the pharma, academic and biotech markets.
- This position requires significant travel (60%). Applicants must have the ability to travel internationally as required and reside in proximity to a major airport.
- A team player within the commercial team to support Creoptix achieve its business plan. Track record in supporting sales teams in generating revenue and surpassing sales quotas.
- Familiarity in working across within the European market geography and the ability to work with an established network of customers in focused market is highly desirable.
- Proven track record in helping to develop business in a highly competitive market.
- Ability to help promote the selling of highly technical products in a professional manner through various forms of communications.
- Competence and ability to interact with influential academic and industrial opinion leaders.
- Strong verbal and written communications, organizational, multi-tasking and computer skills essential.
- Used to working remotely, out of a home office.
- Valid driving license and a good driving record is required.

## WHAT WE OFFER

- A vibrant and multicultural team of smart people.
- A steep learning curve in an exciting, challenging and open environment, where you will work within an interdisciplinary team.
- First-hand exposure to the life science industries, including pharma and biotechnology.
- A great atmosphere, modern offices and lots of green and the lake nearby.
- Potential for professional development in line with the growth of the company.

## INTERESTED?

Please send your resume to:

HR @Creoptix  
fas2020@x.creoptix.com  
(only use above email please)

