

Scientific Sales – Field Application Specialist; UK and Ireland

LOCATION: Cambridge, UK

COMPANY NanoTemper Technologies develops, produces and sells innovative instruments for biomolecular interaction analytics, with applications in basic research and the pharmaceutical and biotech industries. Headquartered in Munich (Germany), and with subsidiaries in San Francisco (CA, USA), Boston (CA, USA), Cambridge (UK), Krakow (Poland) and Sao Paulo (Brazil), the company is rapidly expanding.

Beside others, the company has been [awarded](#) with the “German Innovation Award 2012” the “Bavarian Export Prize 2013” and the “Deutscher Gründerpreis 2014”. NanoTemper’s high quality instruments are based on the proprietary and unique MicroScale Thermophoresis (MST) technology as well as nanoDSF and the recently acquired Surface Acoustic Wave (SAW) technology. NanoTemper Technologies successfully introduced four Monolith Series instruments in 3 years, a device employing nanoDSF, and has a SAW Biosensor instrument on the market.

To meet the increasing demand, the company is expanding its sales force. We are searching for Sales Representative/Application Specialist with a strong knowledge in Lifesciences or Biophysics markets to support our growth in the UK. As a member of our dynamic international sales team, you will support our company in generating growth in the UK.

RESPONSIBILITIES

- ▶ Execution of sales-related activities to maintain and expand business opportunities.
- ▶ Provide presentations of NanoTemper Technologies products at promotional venues and high level scientific meetings.
- ▶ Profitable management of existing customer accounts.
- ▶ Conduct scientific presentations and product usage demonstrations.
- ▶ Prepare and perform detailed Proof of Concept (POC) studies with customers.
- ▶ Develop solid customer relationships.
- ▶ Lead and support process improvement initiatives.

POSITION REQUIREMENTS

- ▶ Masters or PhD degree in Biophysics, Biochemistry or a related field. PhD is a plus.
- ▶ Robust background in molecular interaction technologies.
- ▶ Hands on experience in biosensor-based techniques is a plus.
- ▶ Communication, presentation, commercial negotiation and leadership skills are essential.

We are searching for a reliable and flexible team-member, able to adapt easily to new circumstances and with process-oriented thinking and acting.

WORKING CONDITIONS Even though the company office is in Cambridge, extensive traveling across the UK and Ireland will be required (60%). We offer competitive compensation, a thrilling technology platform and the opportunity to be a part of and contribute to a dynamic and growing team.

APPLICATIONS Please send your resume via E-mail to job@nanotemper.co.uk.

CONTACT

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