

Scientific Sales – Field Application Scientist (f/m)

LOCATION South San Francisco or Boston, with frequent travels inside of North America

POSITION TYPE Full Time

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 and Sao Paulo, the company is rapidly expanding around the globe.

NanoTemper's high quality instruments are based on the proprietary and unique MicroScale Thermophoresis (MST) technology, as well as the recently acquired Surface Acoustic Wave (SAW) technology. Over the past three years, the company successfully introduced four Monolith Series instruments, and has two SAW Biosensor instruments on the market. NanoTemper has received [multiple awards](#) for their MST technology, including the German Innovation Award 2012, the Bavarian Export Prize 2013, the BioProcess International Award 2014 and the Deutscher Gründerpreis 2014.

RESPONSIBILITIES As a member of our dynamic international sales team, you will support pre-sales technical and non-technical activities for the purpose of generating company growth and increasing NanoTemper's presence in the North American markets. Responsibilities include:

- ▶ Execution of sales-related activities to maintain and expand business opportunities.
- ▶ Providing presentations of NanoTemper Technologies products at promotional venues and scientific meetings and conferences.
- ▶ Profitable management of existing customer accounts.
- ▶ Conducting scientific presentations and product usage demonstrations.
- ▶ Preparing and performing detailed Proof of Concept (POC) studies with customers.
- ▶ Developing solid customer relationships.
- ▶ Leading and supporting process improvement initiatives.

EDUCATION AND SKILLS

- ▶ PhD degree in Biochemistry, Biophysics, Molecular Biology, or a related field.
- ▶ Robust background in molecular interaction technologies.
- ▶ Communication, presentation, commercial negotiation and leadership skills.
- ▶ Well organized and able to manage multiple projects simultaneously across a broad geography.
- ▶ Adaptability, flexibility, resilience and independent working skills.
- ▶ Team player with excellent networking skills.
- ▶ Effective communication skills.

We are searching for reliable and flexible team-members, able to adapt easily to new circumstances, and to think and respond to issues that arise, in a process-oriented manner.

WORKING CONDITIONS Frequent travel will be required (~50%). Must occasionally lift heavy items. NanoTemper offers competitive compensation, a thrilling technology platform and the opportunity to be a part of a dynamic and growing team.

APPLICATIONS Please send your resume via e-mail to jobs@nanotemper-technologies.com.

CONTACT

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