

Scientific Sales Bioanalytics – Field Application Specialist – Europe (f/m)

Munich, Germany

COMPANY NanoTemper Technologies GmbH develops, produces and sells innovative instruments for the field of biomolecular analytics serving basic research as well as pharmaceutical and biotech industry. The company, with headquarter in Munich (Germany), and subsidiaries in San Francisco, Boston, São Paulo, India and China is rapidly expanding globally. Beside others, the company has been awarded with the “German Innovation Award 2012” and the “Deutscher Gründerpreis 2014”. NanoTemper’s high quality instruments are based on the proprietary and unique MicroScale Thermophoresis (MST) and nanoDSF technologies as well as the Surface Acoustic Wave (SAW) technology.

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

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.

EDUCATION AND SKILLS

- ▶ PhD degree in Biophysics, Biochemistry, Biology or a related field.
- ▶ Robust background in bioanalytical technologies.
- ▶ Communication, presentation, commercial negotiation and leadership skills are essential.
- ▶ Fluent in English; another European language is a plus.

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 Munich, Germany extensive traveling 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.de

CONTACT

NanoTemper Technologies GmbH, Floessergasse 4, 81369 Munich, Germany
 Dr. Stefan Duhr
 email: job@nanotemper.de
www.nanotemper-technologies.com