

AFM SALES APPLICATION MANAGER H/F

Permanent contract - Full time job

The HORIBA Group of worldwide companies provides an extensive array of instruments and systems for applications ranging from automotive R&D, process and environmental monitoring, in-vitro medical diagnostics, semiconductor manufacturing and metrology, to a broad range of scientific R&D and QC measurements. Proven quality and trustworthy performance have established widespread confidence in the HORIBA Brand.

Inspired by our unique motto, "JOY and FUN," we focus on social responsibilities by building state-of-the-art products for scientific advancement; especially for protecting health, safety, and the environment. "HORIBARIANS," the HORIBA employees all over the world, look forward to working with additional creative and entrepreneurial self-starters.

**Attached to AFM-Raman Product Manager, you will join our team as
AFM Sales Application Manager.**

The Sales Application Engineer is the interface to our global HORIBA sales network, and provides technical & applications support for AFM systems. He discusses the applications with our customers, elaborates the needs and solutions for commercial AFM products. In the scope of customer demonstrations and test measurements, he works with our AFM products in our application laboratory in Palaiseau with numerous samples and remain actively in contact with the local team.

His main missions are:

- Present and demonstrate our AFM products and technologies.
- Generate sample data and write reports to increase competitiveness of sales.
- Be the primary contact for our worldwide sales network.
- Provide technical consultations and sales network supports via phone, email or visit.
- Manage, interpret and implement technical and scientific customer requirements regarding AFM and near-field optics.
- Evaluate customer test measurements.
- Maintain a strong customer relationship through your technical and scientific know-how.
- Team-up to create and present application studies.
- Provide training of our products in-house or at customer sites.
- Support to develop application notes and journal articles.
- Support in-house sales training and in the field events such as webinar presentations, trade exhibitions, conferences, workshops etc.

Profile:

Graduated of a PhD in sciences (physics, chemistry, solid state physics, materials sciences or related field), you have 5 years or more experience with AFM applications. Prior professional experience in AFM industry a plus. A practical experience in sales support would be appreciated.

You have a sound knowledge in theory and application of scanning probe microscopy (AFM, STM) and have a solid experience in optical spectroscopy methods such as Raman or FTIR.

Competent presence in front of international KOLs and highly-skilled researchers from AFM field.

Proven track record of publications & scientific presentations would be a plus.

You are highly motivated, hands-on mentality, independent and goal-oriented work methods, you also appreciate team working.

Very good communication skills in English (written and spoken) are needed.

Location: Palaiseau (France – Essonne), willingness to travel internationally (20-30%)

If you are interested in this offer, please send us your resume and a cover letter at marc.chaigneau@horiba.com, precising the job offer tittle in your mail.