

Job Description

Sales Applications Scientist – France & Southern Europe

Summary

Bruker Nano Surfaces (BNS) division is part of Bruker Corporation (www.bruker.com), a worldwide leading provider of scientific instrumentation. BNS division requires an applications scientist to drive business growth of our Atomic Force Microscope (AFM), Stylus and Optical Profiler, Tribology/Mechanical Testing and Nanoindentation products in France. The role is based in Bruker's office in Palaiseau with approximately 50% of time spent at customer sites (France and additionally some international travel in Southern Europe).

Duties

Job duties will include the following specific tasks:

- Product demonstrations
- Executing samples measurements to technical advance an opportunity
- Providing advanced technical support for the Bruker sales team in customer visits
- Supporting existing customer via applications support (email, phone, visits)
- Presenting at academic & industrial conferences
- Operating instruments on booths at conferences and workshops
- Running practical workshops at Bruker internal events (workshops, user meetings etc)
- Providing advanced training for customers
- Sharing best practice regarding instrument operation within Bruker global applications team

The successful candidate will work with the Bruker Nano Surfaces Division France sales team and be fully integrated within the European Applications team.

Reporting

The position reports to both the France Sales Manager and the European Applications Manager.

Location

The position is based at our Palaiseau office. Travel in France and Europe will account for approximately 50% of the time.

Competence

To carry out the duties to the level expected, the minimum competencies are:

Personal

- a friendly, accommodating and helpful disposition and a reasonable attitude with an enthusiasm for helping others
- capable of working to a high standard as part of a team committed to quality of service, yet able to accept responsibility for an individual contribution
- clear verbal and written communication skills
- willingness to take on colleagues' tasks without prompting when the need arises, and to provide cover during periods on absence
- adaptable and open to change
- reliable with a very high standard of personal presentation and a sense of purpose in seeing things through
- highly organised and capable of dealing with several tasks at the same time.
- Can-do attitude

Qualifications

- Master degree or PhD in a Scientific Discipline using an Atomic Force Microscope (AFM)
- Previous industry experience beneficial

- Current valid driving licence
- Fluent in English & French

Skills and Experience

- Accurate, literate and articulate, with good communications skills in English and French, written and spoken
- Experience with Surface Profilers and Mechanical Test systems is beneficial.
- Experience on spectroscopy techniques as Raman and IR is beneficial.
- Experienced in use of Microsoft Word, Outlook, Excel, PowerPoint
- Experience demonstrating and training with scientific instrumentation in an academic or industrial environment is beneficial

Performance Management

The achievement of set objectives, training requirements and further career development opportunities will be assessed on an annual basis.

This JDE cannot be exhaustive and the post-holder may be required to undertake other duties, which are broadly in line with the above key objectives.