

## Sales Application Scientist – French Territories

**JOB TITLE:** Sales Applications Engineer

**DEPARTMENT:** European Sales Team Nano Surfaces Business

**MANAGER:** *Emmanuel Paris*

**PREPARED BY:** *Samuel Lesko, Drew Murray,*

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### **SUMMARY:**

Bruker Nano Surfaces (BNS) division is part of Bruker Corporation ([www.bruker.com](http://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 Profilers and Tribology/Mechanical Testing Systems. The role is based in our French headquarters in Massy Palaiseau, Paris with approximately 50% of time travelling in France, Spain, Portugal, Italy, Greece, north Africa and the French speaking part of Switzerland/Belgium.

### **ESSENTIAL DUTIES AND RESPONSIBILITIES:**

- Product demonstrations
- Executing samples measurements to technical advance a sales opportunity
- Providing advanced technical support for the Bruker sales team in customer visits
- Providing advanced applications support for existing customers (email, phone, visits)
- Presenting at conferences and workshops
- Operating instruments on booths at conferences and workshops
- Running practical workshops at Bruker internal events (workshops, user meetings etc)
- Sharing best practice regarding instrument operation within Bruker global applications team
- Managing a demonstration laboratory
- Other duties/territories may be assigned.

**Supervisory Responsibilities:** No supervisory responsibilities.

### **CORE COMPETENCIES**

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

- a friendly, accommodating and helpful disposition and with 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
- Strong ownership of executing tasks punctually and professionally
- highly organised and capable of dealing with several tasks at the same time.
- Can-do attitude

**QUALIFICATIONS:** To perform this job successfully, an individual must be able to perform each essential duty satisfactorily. The requirements listed below are representative of the knowledge, skill, and/or ability required. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

**Education Skills and/or Experience:****PhD in a Scientific Discipline or justification of equivalent level**

- Accurate, literate and articulate, with good communications skills in French, English, written and spoken
- AFM experience covering broad applications fields desired
- Skills in tribology/ nanoindentation are desired
- Skills in optical and stylus based profilometry are desired
- Experience demonstrating and training with scientific instrumentation in an academic or industrial environment is beneficial

**Computer Skills:****Word, Outlook, Excel, Powerpoint****Certificates, Licenses, Registrations: Driving license****Other Qualifications:****Fluent in French and English**

**WORK ENVIRONMENT:** The work environment characteristics described here are representative of those an employee encounters while performing the essential functions of this job. Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

Usual office working conditions with a large percentage of time spent using a computer. Travelling through mentioned territories (~50%) is required. Based at Bruker Nano Palaiseau, FR.