

Job Description: **Application Scientist – permanent**

At Abbelight we are driven to advance biological and biomedical research by making powerful super-resolution microscopy easy and accessible for all users. Together with researchers, biotech labs and medical facilities, we aim to unlock the next generation of imaging tools to understand biology and help improve human health.

We are looking for a Applications Scientist to support our missions in North America

THE ROLE

As Applications Specialist role you will be part of Abbelight's Scientific & Technical Support team, working closely together with the Sales team. You will provide expert knowledge and support both in customer-facing roles and internally. This includes technical advice to sales colleagues, product demonstrations, customer support and training, consultation and relationship management of key customers. You will also work in close collaboration with marketing and R&D.

What you will do:

- On-site customer visits in whole North America
- Provide high-end solutions support during the sales process (for demonstrations, tenders, sales arguments, customer visits, applications)
- Provide applications and instrument training activities in a post-sales scenario either on-site or off-site to guide the customer to the best solution for short- and long-term needs. You will support customers by building a strong consultant-type relationship.
- You will play active part of application support network and ensure cover is provided to support customers as needed.
- Conduct lectures and training at customer events
- You will also devise adequate training material for internal and external use (user guides, application notes, tutorials).
- Provide training internally to new team members, our distributors and international partners and be their main point of contact for scientific or technical assistance.
- In conjunction with the R&D and Sales team, you will develop and support strategic and pilot projects as and when needed
- Propose to management actions to increase sales or to improve sales process efficiency, based upon market and application trends, sales potential and competitor analysis
- Support of the Marketing Team and Sales Management in product positioning, market and customer targeting, marketing material content definition, collecting testimonials and application notes, etc.

Your qualification

- You have successfully completed a MsC/PhD in Life Sciences

- You have an extensive experience and understanding of Single Molecule Localization Microscopy or super-resolution microscopies.
- You can demonstrate excellent communication and presentation skills across all levels of the organization, including in English
- You have the ability to work both independently and in a team environment, with the ability to build positive and productive work relationships.
- You are highly motivated and eager to work in a fast-paced & global environment.
- You have demonstrated flexibility with ability to manage multiple priorities and time constraints.
- You are willing to travel up to 60% with some international travel and have a valid passport and driver license.
- And due to the international character of this function you ideally live nearby to an international airport

WHY ABBELIGHT / WHAT WE OFFER

TEAM A passionate, multidisciplinary, multicultural and quickly growing team, based just outside of Paris.

STABILITY Permanent position with comprehensive benefits package.

EVOLUTION The role flexible and can evolve in multiple directions as the company grows, including the possibility to assume managerial responsibilities to train and integrate more junior team members.

HOW TO APPLY

Send your CV and a brief motivation letter to dkellerolivier@abelight.com

ABOUT ABBELIGHT

Founded in 2016, abbelight is a fast-growing start-up specialized in super-resolution fluorescence microscopy, specifically Single Molecule Localization Microscopy (SMLM). The technology developed by abbelight is based on three areas of expertise: chemistry, optics and computer science. The products developed integrate a constantly evolving know-how and allow abbelight to offer a complete solution, from sample preparation to data analysis, including modular instrumentation that can be adapted to customers' needs. See also: www.abelight.com