

Job Title:	Cryo Product Specialist	Position Type:	Full time
Location:	Laughton, East Sussex	Travel Required:	50%
HR Contact:	personnel@quorumtech.com	Date posted:	February 4, 2019

Job Description			
<p>ROLE</p> <p>Quorum Technologies is a leading manufacturer of sample preparation equipment for the electron microscopy market. The role of the Cryo Product Specialist is a new position due to growth of the company. The successful candidate will be the company expert in cryogenic specimen preparation techniques. They will be able to demonstrate the capabilities of the cryo products and instruct users on the best methods of preparing a wide range of potential specimens. The role will require a deep understanding of low dose imaging and specimen freezing.</p> <p>RESPONSIBILITIES</p> <p>Training of customers in cryo sample preparation and imaging Increasing sales of application training Presenting data at conferences and specialist meetings Representing the Quorum cryo products range at trade shows Acquiring market intelligence to allow the cryo product range to be improved to meet changing customer needs and then feeding this back to the design team Liaising with OEM partners to identify their needs Visiting opinion leaders in the field to establish future needs and directions Carrying out other reasonable tasks as required by Management</p> <p>QUALIFICATIONS AND EDUCATION REQUIREMENTS</p> <p>Minimum of Degree level in a suitable science: Biological, Materials Data management and computational skills; proficiency in Microsoft Office Suite Excellent written and oral communication and presentation skills in English</p> <p>Key Words:</p> <p>Cryo SEM, specimen preparation, FIBSEM, sample freezing</p> <p>REQUIRED EXPERIENCE</p> <p>Experience operating SEMs / FIBSEMs 5 years' experience in SEM / FIBSEM cryo specimen preparation and imaging. Cryo TEM experience would also be an advantage. Experience in the various methods of sample freezing and understanding of the limitations of each method. Proven record of providing applications training to customers Understanding of cryo workflow solutions and integration into different systems</p> <p>PREFERRED SKILLS</p> <p>SAP Business 1 experience would be helpful Foreign language skills would be an advantage, especially Chinese / Japanese</p> <p>REPORTS TO:</p> <p>Technical Director</p> <p>LINES OF COMMUNICATION TO:</p> <p>Technical Director, Sales & Marketing, Managing Director, Design</p> <p>ADDITIONAL NOTES</p> <p>Must be willing to travel both within the UK and internationally up to 50% of time, in order to attend sales events, conferences, visit customers to provide applications training and visit opinion leaders for market research purposes.</p>			