



Job Title:	Technical Sales Specialist	Job Category:	Sales/Product Management
Department/Group:	Sales	Job Code/ Req#:	
Location:	Paris Area, France	Travel Required:	50% Travelling
Level/Salary Range:	40k€ plus commission	Position Type:	Full-Time
HR Contact:		Date Posted:	
Will Train Applicant(s):	Yes	Posting Expires:	
External Posting URL:	https://www.wpi-europe.com/careers.aspx		
Internal Posting URL:			
Applications Accepted By:			
EMAIL: careers@wpi-europe.com Subject Line: Technical Sales Specialist		MAIL: Ian Davies Company Name 1 Hunting Gate Hitchin, Hertfordshire. SG4 0TJ. UK.	
Job Description			
ROLE AND RESPONSIBILITIES <p>This newly created vacancy is an exciting proposition that will play a pivotal role in supporting the growth of a highly innovative Life Science Instrumentation organisation. Working remotely from home within commuting distance from Paris, this position will take a central role in supporting customers with product selection, application support, training and troubleshooting.</p> <p>The role will have joint sales and support activities and the successful candidate will establish strong working relationships with clients and potential customers involving technical discussions, data analysis, presentations and written communication. Whilst this position will be home office based, it will include 50% travel within Europe to demonstrate our cutting-edge instrumentation to world leading researchers.</p> <p>The successful candidate will have full and varied responsibilities which will include (but are not limited to):</p> <ul style="list-style-type: none">• Technical discussions with customers & clients;• Product demos and develop commercial opportunities through collaborative working to close sales;• Pre- and post-sale support;• Supporting the development/writing of technical documents including: notes for applications; scientific articles, web content and social media apps;• Attend conferences and deliver posters/presentations;• Understanding market, seek feedback on own & competitor products to feed back to R&D teams.			



QUALIFICATIONS AND EDUCATION REQUIREMENTS

- Minimum BSc (higher degree of PhD advantageous but not essential) in cell or molecular biology, biochemistry, neuroscience and/or biophysics (or related)

PREFERRED SKILLS

Full and thorough training will be provided by the company to individuals who have the following skillset:

- Independent research experience using electrophysiological (preferably patch clamp) and imaging techniques;
- True hands-on microscopy experience, with responsibility for taking care of the microscope(s) in their laboratory;
- Familiarity with some or all of the techniques of Automated time lapse, Spinning disc confocal, Super resolution, TIRF;
- Fluent in English and French with strong communication skills