

Farfield

illuminating the molecular world...

JOB DESCRIPTION

Product and Application Specialists x 3

Purpose

To support the sales and profit targets for Farfield's **AnaLight**[®] products and establish an environment for growth within this market. To sustain and enhance Farfield's reputation for excellent levels of customer service, quality and reliability.

Job Context

Farfield Scientific is an innovator and global supplier of analytical instruments that address the emerging and evolving measurement demands of the **Biophysics**, **Surface Science** and **Nanotechnology** communities. These disciplines provide the most demanding measurement challenges facing scientific research over the next decade.

In **Biophysics**. Farfield's proprietary technology is the first that is capable of revealing the intimate and complex relationship between structural change and function in biological molecules in real time. Application areas include biophysical characterisation, bio-molecular interaction studies, diagnostic development and biopharmaceutical analysis.

In **Surface Science** and **Nanotechnology**, Farfield develops and markets solutions to the physical scientist, providing unique insights into the structure and behaviour of biomolecules, polymers and fine chemicals on a range of surfaces, including many relevant to FMCG industries. Applications also include detailed characterisation of the molecular behaviour of bio-films and biocompatible surfaces, at market-leading levels of sensitivity and resolution.

Since being founded in 1997, Farfield's philosophy of innovation and analytical excellence has created a portfolio of scientific instruments based on quantifiable measurement and rigorous verification rooted in a thorough understanding of the principles of scientific measurement. This philosophy has won Farfield many international awards and support throughout the global research community. Farfield are committed to pursuing the ultimate in measurement at a sub-atomic scale, illuminating the molecular world. Further information on Farfield can be found at www.farfield-group.com

Responsibilities

- To support the Company's sales and profitability targets.
- To support sales of Farfield's **AnaLight**[®] products predominantly in Europe, by making regular visits to new prospects and existing customers.
- To identify and establish close co-operation with scientists within the market sectors which will lead to greater commercial opportunities.
- To organise, prepare and present seminars for customers (in the territory), and to support new product launches.

- To give presentations/posters at exhibitions and conferences to promote the Company's products as required.
- To manage the demo schedule and maintain the demo stockholding
- To run customer evaluation samples, write reports in a timely manner and to present data to potential customers.
- To write and supply marketing with up to date applications literature as required
- To maintain up-to-date knowledge of competitors' activities and products
- Provide a high level of customer service and responsiveness to both new and existing customers
- Keep the company CRM database up to date with all contact details and customers' notes / information.

Reporting Requirements

- Position reports to Senior Product Specialist/ Sales Manager
- To submit customer evaluation reports.
- To conduct all customer contacts and business in a legal and ethical manner, and to report any noted deviation from company established standards.

Job Knowledge, Skills and Experience

- A degree/degree equivalent or higher in Chemistry, Material or Biosciences or a related science.
- A good knowledge of surface science techniques and a proven ability to rapidly absorb technical product information.
- Demonstrable communication skills
- Demonstrable scientific credibility
- Strong negotiating/persuading, and motivating skills.
- Sound business skills and judgement with entrepreneurial flare.
- A second European language would be beneficial.
- Proven track record in providing an excellent level of customer service.
- Must have the ability to work on own initiative.
- Proven track record showing ability to influence and persuade in a commercial environment
- Must possess a full UK driving license

Remuneration

Competitive package offered, based on experience, including performance-related bonus scheme.

Location

Position may be home or office based dependent on the successful candidate. The Farfield main office is in Cheshire, and the candidate would be expected to attend regular meetings there.

A significant amount of time will be spent travelling internationally and the holder will be expected to stay away from home as required so access to good air links for a home based candidate are essential.