



Application Scientist

POSITION

As an Application Scientist you are part of LUMICKS' Business Development team and develop long-term business potential by exploring new areas of application for LUMICKS' instruments for single molecule research.

You are responsible for developing business opportunities by interacting with potential customers in meetings and (conference) presentations. You connect easily to PhD and PI level researchers in different areas of fundamental biology through a clear understanding of their technical and application needs. You use your hands-on technical skills to perform test experiments requested by potential customers. All-in-all you act as the trusted advisor to potential customers throughout the evaluation process

Locations: Europe, USA or China



About LUMICKS

LUMICKS has come to market as *the* supplier of instruments for dynamic single-molecule and cell research – a rapidly evolving niche in the fundamental biology research field. Our high-performance instruments allow for the investigation into the fundamental cause of disease and potential for drug optimization. We offer the chance to be part of an important mission: To improve human health by unlocking dynamic single-molecule and cell analysis.

With an ever-increasing adoption of our technologies by leading institutes from all over the world, including Berkeley, Max-Planck, Rockefeller University and ShanghaiTech, LUMICKS is now expanding its team.

Responsibilities & deliverables

- Visit research labs and work with potential customers to explore valuable applications of LUMICKS technology, specifically the C-Trap™ system
- Give presentations and have in-depth technical discussions with potential customers with the objective to create a solution fit that provides the highest possible value to the customer's research
- Perform scientific demonstrations and experiments with Optical Tweezers-Fluorescence microscopes on different types of biological assays
- Develop and present technical papers at professional conferences, author articles for scientific journals and popular press
- Support development of marketing materials including brochures, application notes, product data sheets and technical presentations
- Support customers with installation, training and application support on their LUMICKS instruments

Requirements

This position is ideal for an experienced professional who wants to be part of a dynamic team, pushing a novel breakthrough technology, and enjoys being exposed to a constant variety of customer application areas. The successful candidate will possess the following combination of education and experience:

- Typically a PhD in Biochemistry, Biophysics, Cell Biology or similar discipline, or 5 years of experience in a relevant research environment
- Extensive experience with biological applications of biophysical techniques such as optical tweezers or fluorescence microscopy, in particular with assay development
- Ability to work in a team environment
- Excellent, enthusiastic, clear communication skills with a diverse audience is critical
- Willingness to travel both within the continent as well as globally and possession of a valid passport
- Travel requirement 35-50%

What we offer

- You become part of a young, high-energy and rapidly growing team that build new and truly game-changing high-tech products
- The possibility to explore the combination of a commercial start-up and science
- Working closely together with our experts in technology, marketing, sales, application scientists, and operations.
- Freedom and responsibility in structuring and leading your work
- Excellent compensation and benefits
- Great coffee, great lunch, an awesome ping pong table and a vintage Gamecube.

Contact

Send your resume and motivational letter to:
careers@lumicks.com

See you soon!