



Job Title	Applications Specialist SEM/SDB	JOB ID- 2165
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Location: Eindhoven, Netherlands
Travel: 25%-35%

The Company

FEI is a leading diversified scientific instruments company. It is a premier provider of electron and ion-beam microscopes and tools for nanoscale applications across many industries: industrial and academic materials research, life sciences, semiconductors, data storage, natural resources and more. With a 60-year history of technological innovation and leadership, FEI has set the performance standard in transmission electron microscopes (TEM), scanning electron microscopes (SEM) and DualBeams(tm), which combine a SEM with a focused ion beam (FIB). FEI's imaging systems provide 3D characterization, analysis and modification/prototyping with resolutions down to the sub-Angstrom (one-tenth of a nanometer) level. FEI's NanoPorts in North America, Europe and Asia provide centers of technical excellence where its world-class community of customers and specialists collaborate. FEI has approximately 1800 employees and sales and service operations in more than 50 countries around the world.

The Mission

The Applications Team is responsible for providing technical expertise in the support of FEI's Global sales efforts.

The Position

Primary responsibilities include the following:

- Performing high quality product demonstrations, including the development of new techniques and applications for FEI partners and customers. Technical product expert assisting with all phases of the sales cycle.
- Cultivating positive customer relationships and acting as a high level customer interface for specific instrument/applications issues, acting as a technical expert, explaining complex technology details, giving in depth presentations, and assisting in technique development.
- Supporting and training customers after the sale has been made and the system is signed off. Assisting FEI Service Engineers on instrument sign offs and specific application techniques.
- Providing continuous feedback to the product groups on system performance, features, and problems while collaborating with marketing/development groups on future product developments.

The Requirements

This customer focused position is ideal for an experienced technologist wanting to be involved with a dynamic team and exposed to a constant variety of customer application areas. The successful candidate will possess the following combination of education and experience:

- At a minimum, University degree in science discipline. Higher degree is greatly preferred. (E.g. Material Sciences, Life Sciences, Physics, Biology, Biochemistry or Biophysics.)
- 7+ years experience in a relevant commercial/research/production establishment with recent experience utilizing Microscopy technology in sample characterization.
- Knowledge of advanced technology and diagnostics as well as operational optimization experience of analytical equipment; specifically electron/ion microscopes (Scanning electron microscopy and small dual beam) and various energy dispersive spectrometers nor other analytical techniques required.
- Excellent, enthusiastic, clear communication skills, both written and verbal, with a diverse audience is critical to the success of this position.
- Excellent customer interfacing and technical sales skills a must.
- Proven ability to interact with cross - functional and cross - cultural teams.
- Ability to travel both domestically as well as internationally and possession of a valid passport.

Contact Details

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Recruitment

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