

FEI Company Job Description

Job Title

The TEM Life Science Application specialist

Job ID 2006

Location: Beijing, China

The Mission

The Applications Team is providing world-class customer support and applications development. We deliver satisfaction by providing future customers an opportunity to experience FEI's solutions for their specific application needs and existing customers with applications training, support, and advice on-site and at one of our Nanoports.

The Position

The TEM Life Science Application specialist works at the intersection of sales support, application development and the scientific community.

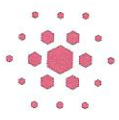
Primary responsibilities include the following:

1. Becoming a Cryo Electron Microscopy expert and transitioning that expertise to our customers. Develop new techniques and applications for FEI partners and customers. Technical product expert assisting with all phases of the sales cycle.
2. 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.
3. 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.
4. 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:

1. MSc or PhD in Physics or Biology
2. 3-5 years of practical experience with microscopy systems and biological sample preparation techniques for cryo temperature electron microscopy (I.E. protein complexes, viruses, cellular biology, etc).
3. 5+ years using analytical tools such as TEM and SEM for the research and analysis of biological applications.



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4. Excellent, enthusiastic, clear communication skills, both written and verbal, with a diverse audience is critical to the success of this position.
5. Excellent customer interfacing and technical sales skills is a must.
6. Proven ability to interact with cross - functional and cross - cultural teams.
7. Ability to travel both domestically as well as internationally and possession of a valid passport.

Keywords: Cryo EM; Life Science; TEM; Krios; Biology

Contact Details

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