

# JOB OPENING

## Field Application Specialist

<b>Position type</b>	<input checked="" type="checkbox"/> Permanent
<b>Percentage</b>	<input checked="" type="checkbox"/> Full time 100%
<b>Starting date</b>	February 2021 or to be discussed
<b>Location</b>	Lunaphore Technologies SA, Route de Lully 5C, CH-1131 Tolochenaz <b>or</b> remotely from mainland Europe within two hours flight duration to Switzerland

Lunaphore Technologies is a young start-up active in the MedTech field developing a product based on a microfluidic technology to analyze tissue samples for cancer research and diagnostics. Lunaphore is seeking a highly motivated candidate to join our team and contribute directly to the development and growth of the company.

### Summary

We are looking for a 'Field Application Specialist' to provide on-field support for pre- and post- sales activities with strong hands-on skills and excellent understanding of the applications, ready to join a hard-working team, passionate about taking Lunaphore to the next-level.

### Role/Responsibilities

- This position reports to the: VP Sales
- Understand in depth the different applications of the product.
- Attend conferences and customer meetings and present the product and applications.
- Train and support customers in operating the setup, developing their application and implementing assays properly.
- Investigate problems and develop solutions to address them.
- Understand thoroughly all the technical aspects of the product on the device side as well as on the application side.
- Run staining assays on the setup for testing protocols.
- Collaborate effectively with the Sales, Marketing, Customer support and R&D in order to address the customer needs and provide high quality support.
- Identify and keep track of all details and feedback at the customer site.
- Feedback effectively the customer's experience to the Lunaphore team through detailed reports and presentations.

- Help defining customer requirements and applications for new products.
- Drive for results by consistently achieving goals and pushing to complete tasks by their deadlines.
- This position includes frequent travelling to customer sites (40-80%)
- Remote employees are required to travel to the Swiss site on request, to support customer application activities.

### Required qualifications

- You have a biology background: Master or PhD degree in Biology, Life sciences, Bioengineering, Medicine, or other similar background allowing you to easily understand the product's applications.
- Experience in in-situ techniques including immunohistochemistry, immunofluorescence, in-situ hybridization, and similar techniques and technologies is a strong plus.
- You are hands-on and feel confident testing assays in a laboratory environment. You are skilled to manage technical work at the field even with little supervision.

### Required soft skills

- You like interacting with people, bring advice and solutions to them, and demonstrate good customer service skills.
- You have the ability to adapt in a constantly changing environment.
- You have the ability to collaborate with others by working in a team, share information with peers and managers.
- You demonstrate critical thinking and analytical skills.
- You demonstrate good organizational skills and attention to detail.
- You like travelling
- Fluency in oral and written English is a must. Additional language skills including French and German are highly desired.

### We offer

- A multidisciplinary industrial project within a young and strongly growing high-tech scale-up.
- An international working environment with high level of diversity and strong network.
- A highly interactive team with strong personal and technical qualities.

### Contact information

If you are interested, please send your application (CV + cover letter and any additional supporting document) electronically to: **[human.resources@lunaphore.com](mailto:human.resources@lunaphore.com)**