

## Field Applications Scientist

The Field Application Scientist (FAS) is responsible for developing focused strategies and tactics for helping their respective Sales Teams to meet their revenue goals and increasing the general awareness of the strategic product lines within the key accounts of their regions. They also provide pre- and post-sales technical support for the development and implementation of customer specific applications dealing with complex life/biosciences product lines (i.e. cloning, protein, etc.). They must be able to communicate complex scientific concepts in a concise and effective manner, especially when speaking publicly both to customers or potential customers and at technical seminars. The FAS must be capable of managing high-level technical discussions with key customers to ensure understanding and adoption of Codon Devices' products/services.

The FAS should also be able to recognize and communicate opportunities at key accounts for other Codon Devices product lines. The successful candidate must also be capable of developing and managing customer relationships at a variety of levels within an organization to ensure awareness and adoption of all Codon Devices products and services. The FAS develops solutions to a variety of complex sales and customer related problems. These solutions are imaginative, practicable and consistent with organization objectives. The FAS plans schedules and arranges their own activities in accomplishing objectives.

The requirements of the position are:

- Master's Degree or equivalent qualification plus 3-5 years experience (details below), or higher degree in a biological-based science, Ph.D. preferred. Preference will be given to candidates with post graduate business qualifications (e.g. MBA) and/or significant laboratory or sales experience, including industry experience. Preference will also be given to candidates with business-to-business sales experience.
- Exceptional organizational, communication, and interpersonal skills, including the ability to communicate information appropriate to the level of the audience.
- Demonstrated facility with Microsoft Office software and other sales-support packages in a business environment.
- Ability to travel domestically and internationally as required to meet the objectives of the position. Depending upon area of assignment travel may be required approximately 50% to 70% of the time.
- Demonstrated training skills
- Clear vision of and commitment to providing outstanding customer service
- Developing and maintaining positive relationships with customers in assigned territory
- Helping to maintain and increase product usage, and supporting sales efforts through technical presentations and demonstrations
- Acting as a key contributor of customer feedback to marketing and product development teams

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