



## MANUFACTURING

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### **BUILD YOUR CAREER IN A SWISS HIGH-TECH COMPANY!**

Our customer provides scientific instruments for the mechanical testing in the micro and nano-scale. For the in-situ nanoindentation, this international company outperforms any competitor in terms of sensitivity, resolution, and repeatability. The company serves top universities and high-tech companies directly from the head quarter in the Greater Zurich Area. Thanks to the excellent performance of the high-precision instruments, the growth in the standalone indenter market is impressive. On behalf of our customer we are seeking for the position as

## **APPLICATION SCIENTIST (INTERNATIONAL)**

**YOUR RESPONSIBILITIES** You will identify potential international clients and explain them the benefits of the products. The company will train you to demonstrate the unique value of the high-tech products in international research projects. Identifying a project, proof of concept, and confirming the customer value takes the majority of your time. You evaluate the scientific work of your target customers in order to recognize the use of this unrivalled solution. Technical support before and after the sale, product training and the preparation of offers are further tasks. Thanks to your own high level of expertise, you create high confidence to scientific leaders and professors and you become a highly respected advisor. With increasing experience, you will gradually take on more responsibility up to the team leader or regional manager.

**YOUR PERSONALITY** You have a PhD in Materials Science or a related field, hands-on experience in nanoindentation and good understanding of the related testing principles. Good knowledge of the metallurgy fundamentals is required. You are capable to quickly familiarize yourself with a research project and you enjoy to cooperate with other researchers. By using your various competencies, you become an industry sales expert. You are assertive in lead generation and patient in sales execution. In addition, you have a strong team spirit and like to work in an international environment. Your English communication skills and your understanding of the researchers language are both excellent. Occasional traveling is a pleasure for you.

**YOUR PERSPECTIVE** You will have the unique opportunity to use your academic career for a higher professional status. This is not only about sustainable salary development, but much more about the professional value that you will inevitably achieve after two years. As a proven industry sales expert, your professional profile will be in high demand for all industrial sectors. The company invests in you and thus offers a unique education, which has been developed in collaboration with international scientists and sales experts. The employment conditions are attractive and offer great potential according to your development.

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Note : If you have any questions or would like to know more about this position please contact Dr. Peter Schkoda by Email- [schkoda@addexpert.ch](mailto:schkoda@addexpert.ch) or call Tel. [+41585215164](tel:+41585215164)