

Technical Sales/Applications Scientist (Ref.DT5288)

D3 is a dynamic R&D company that develops ultra sensitive detection systems based on nanotechnology. We are currently seeking to recruit an Application and Technical Sales Specialist to join our small but busy team.

The role will have two major responsibilities: to facilitate and grow direct sales, and to attract and carry out scientific research projects based on commercial applications for D3's proprietary product, Klarite. The success of Klarite sales and application development centres on the ability of the applicant to be conversant with the technology (Surfaced Enhanced Raman Spectroscopy or SERS) and the product.

The key outputs and deliverables of the role are as follows:

- Responsibility for identifying the customer's needs and the suitability of the Klarite product for their applications
- Responsibility for feasibility studies for customer applications
- To provide full customer support
- To provide active support for the solution development
- Management of CRM and Sage (sales aspects only)

Qualifications and expertise:

All applicants are required to have the following:

- A degree in a technical subject (Chemistry/Physics/Engineering)
- Previous expertise in spectroscopy
- Excellent communication skills (both written and oral) and presentation skills are essential, as the person in this role will in many cases be the primary point of contact for customers
- A broad knowledge base of molecular analytical methods
- A broad knowledge base of instrumentation and integrated solutions

Although not essential it would be desirable if applicants have the following:

- Experience in Raman/SERS spectroscopy
- Expertise in IT/web management

Person specification:

The successful applicant will have a precise and analytical mind-set with the capacity for learning and absorbing new ideas and techniques. They will be able to work alone and as part of a team and possess excellent communication skills. The individual will be self-motivated and able to cope with pressured situations. They will be able to look at the broad picture while maintaining a sharp focus on the short term goals. The nature of the job means that some flexibility in working hours may be required.

Opportunities for further career development and training:

D3 Technologies is committed to continuing personal development, and training can be provided to enhance the candidates skill set in areas required development. D3 is a growing company and the successful candidate is likely to play an important role in that expansion.

Location:

This role is based at D3 Technologies Ltd, 5 Nova Technology Park, Robroyston Oval, Glasgow, G33 1AP.