

Application Scientist – Life Science Spectroscopy (Ref.SD5319)

Renishaw are currently seeking to recruit an Application Scientist, with proven life science/healthcare industry expertise, to work in the Spectroscopy Products Division. This position will suit a highly motivated and customer focused individual who wishes to contribute to the ongoing growth of the product portfolio.

Over the last decade Raman spectroscopy has evolved from a highly specialised research tool to a general analysis used routinely in many fields of research and industry. The application of Raman spectroscopy is highly varied and the chosen candidate would be expected to support the sales process by running analyses on customer sample material, by running customer facing demonstrations and by responding to sales force requests for information. In addition to this there will also be a significant marketing element to the role where the successful individual will contribute to new product development, capture voice of customer feedback and convert technical information into marketing message.

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

- Contribute to the output of the Applications and Marketing team
- Generate technical reports based on analysis of customer submitted material
- Work with Sales to build compelling sales arguments for tender specific opportunities
- Identify and capture product improvement opportunities
- Generate application specific data and then to extract the key aspects of the output to support marketing messages
- Explore opportunities for application development and new product development.
- Keep abreast of technology advances in the market place and how they impact Renishaw's product offering
- Run instrument demonstrations to showcase product for customers and other external 3rd parties
- Represent Renishaw at various technical forums

Qualifications and expertise:

All applicants are required to have the following:

- A minimum 2:1 level degree (or equivalent) in a life sciences subject
- Substantial practical expertise in molecular imaging techniques specifically in a life sciences application.
- Practical expertise in using vibrational spectroscopy with some knowledge of Raman spectroscopy
- Working knowledge of analytical instrumentation
- Ability to demonstrate past success in a design, development or customer facing role.
- A full, valid passport; and full UK driving licence

Although not essential it is desirable for applicants to have some of the following:

- A PhD (or equivalent) in a life sciences subject
- Proven project management ability
- Data analysis skills, including multivariate analysis of spectral data and images
- A high level of computer literacy including expertise in standard Microsoft applications such as Excel, PowerPoint and Word

- A broad knowledge of the use of spectroscopy in life science and/or healthcare applications
- Maintains knowledge of market and can align customer needs to new product features
- Ability to work with the sales force and contribute marketing perspective to the commercial process

Person specification:

The successful applicant will have an assured and outgoing personality which conveys and instils confidence when interacting with individuals across a range of levels within, and external to, Renishaw. They will be a highly motivated self-starter who has the initiative to see, and ability to act appropriately to deliver, the bigger picture. At the same time, the individual will be a strong team player, in possession of superior communication skills. Strong attention to detail and an ability to keep to deadlines and work on multiple projects are essential. The individual in this position will be resourceful, willing to learn new skills and improve their performance, and be able to offer new and unique ideas whilst thinking creatively about issues, challenges and opportunities.

Location:

This role is to be based at the Old Town site in Wotton-under-Edge, Gloucestershire.