

## Job Advert #20190624 - Application Scientist

XENOCS is a company specialized in the development and manufacturing of innovative solutions for the characterization of materials at the nanometric scale using x-ray. Our world-wide customers are composed of scientists working in universities or in company's R&D labs as well as manufacturers of analytical equipments.

For our Chinese office in Beijing, we are seeking for an

### **Application Scientist**

#### **KEY ASSIGNMENTS**

Job role in sales:

- Works closely with sales team to analyze the application requests of customers.
- Provide quick support to sales team and customers by answering application inquiries.
- Provide Application content for presentations, reports, etc. to sales team.

Job role in demonstration of instruments and running sample measurements:

- Perform the demonstration on instruments for customers in highlighting the Xenocs solution (from hardware to software suite) performances in perspective to the customer application
- Carry out customer's sample measurements
- Write the analysis reports
- Debrief the results to customers during visits or phone conferences

Job role in training:

- At installation:
  - Ensure the instrument compliance relative to the specifications
  - Train users, on hardware and software suite for data acquisition, treatment and analysis.
- Support customers after installation by online or on-site continuous training by providing online material dedicated to the Chinese costumers (Webinars, tutorial videos, forum, etc.)
- Answer application requests from customers.

Job role in marketing:

- Deliver presentation in seminar, workshop and user meeting.
- Present application notes and posters.

Job role in business development.

- Identify and perform application feasibility studies on interesting applications and transfer solution to the managing team.
- Enhance the professional knowledge and gather up-to-date product information

## CANDIDATE PROFILE

**Qualification:** Scientific background with a Ph.D. level in material science, physics, with knowledges in SAXS/WAXS/GISAXS technique and data analysis.

**Mandatory key skills:**

- Interest and skills for customer relationship: listening, good contact, customer priority, teaching skills.
- Anticipation and adaptation skills to an international and dynamic work environment on advanced scientific instruments.
- Autonomous, organized, rigorous, flexible and pragmatic
- A positive team player, self-motived and strong analytical skills
- Chinese as native language.
- Fluent English in speaking, with good writing ability.
- Interest for travel in mainland China, sometimes with short notice

**Experience:** 5 years of experience required

**Type of contract:** Permanent position

**Place of Work:** Xenocs Chinese office in Beijing

**Salary:** According to profile and experience  
Basic wage, variable bonus, social insurance, and profit-sharing

Applications (resume and cover letter) should be addressed by mail at [recrutement@xenocs.com](mailto:recrutement@xenocs.com).