

## Job advert #20220711- 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 worldwide customers are composed of scientists working in universities or in company's R&D labs as well as manufacturers of analytical equipments. Our company was created in 2000 as a startup from the Institut Laue Langevin. Headquarters are in Grenoble, Isère, France and there are four subsidiaries in the USA, Denmark, China and Singapore. The group is composed of approximately 100 persons.

We are seeking for an

### **Application Scientist M/F**

In a growing international group, we offer you the opportunity to join a multicultural, dynamic and innovative team working in collaborative mode in new building located on the Grenoble peninsula, designed in a Quality of Life at Work spirit that promotes the efficiency and performance of our employees.

#### **MISSION**

Within the Customer Service, attached to the Application group, the Application scientist aims to ensure that the instrument Xenocs provides to the customers achieves the expected performance and that the users are autonomous in their use. In addition, in close collaboration with the Sales service, the Application scientist supports growing business by being a key actor in the management of existing customer accounts. He/She also plays an important role in business development, thanks to a good knowledge of the application sectors and the corresponding product needs.

#### **KEY ASSIGNMENTS**

- Training of Xenocs users at the instrument installation, on the equipment and all accessories including software suite for acquisition, data treatment and analysis.
- Support our customers in their daily use of their instrument and develop suitable training tools and support material.
- Responsible for signing the acceptance certificates and ensuring customer satisfaction after delivery, installation and training of the equipment at customer's site: follows the preparation of the instrument and handles the communication with the customer (shared with Installation team)

- Commissioning at factory and customer site : participate and ensure its full completion, share the acceptance documents at each step and organize review with customer
- Demonstration of application performance of the instrument at factory and delivery, and possibly on specific project of pre sales or consulting
- In collaboration with Sales, analyze the market by application area and gather feedbacks from the field to identify needs, as well as new market leads and opportunities.
- Participate in building the customer conviction strategy in the pre-sales phase, either through performance demonstration measures or by participating in the creation of adapted scientific marketing documentation
- Prepare and present seminars and posters at conference, organize workshops
- Is a key actor in the internal validation of product whose development is in progress by running experimental tests and interacting with the Product team at different stages.

Many international travels to plan.

## **CANDIDATE PROFILE**

### Degree, Initial Training:

Scientist with PhD or post-doc training with experience in small-angle scattering and SAXS/GISAXS/WAXS data analysis

### Specific skills and experience required :

- Scientific background with a Ph.D. level in material physics, chemical physics or structural biology
- Significant experience in SAXS/WAXS/GISAXS technique.
- Fluent English essential, another language would be a plus.
- Good written/oral communication skills.

### Personal characteristics:

- Interest and skills for customer relationship: listening, good contact, customer priority, teaching skills,
- Strong communication and good presentation skills
- Anticipation and adaptation skills to an international and dynamic work environment on advanced scientific instruments
- Interest for travels
- Autonomous, organized, rigorous, flexible and pragmatic

### Wished additional skill:

- Knowledge of characterization techniques complementary to SAXS/WAXS/GISAXS is a bonus.

Experience :	5 years minimum
Type of contrat :	Permanent contract
Work place :	1- 3 allée du Nanomètre, 38000 Grenoble Occasional travel (conferences, presentation of test results at our customers' sites)
Salary :	According to profile and experience Fixed, variable, health insurance, meal vouchers, profit-sharing schemes, etc...

Applications (CV and cover letter) should be sent by e-mail to [recrutement@xenocs.com](mailto:recrutement@xenocs.com).