

Job Title: Applications Engineer
FLSA Status: Exempt
Reports To: CEO
Location: Fort Collins, Colorado
Hire Date: January 2018



Job Description

OptiEnz Sensors has an opening for an applications engineer to perform product demos, support customer trials, provide technical customer support, and perform business development activities. The ideal candidate will be a success-driven and self-motivated individual with a background in chemical engineering, applications engineering, project management, and business development.

We are a team of highly motivated, high performing, collaborative technical and business professionals in a fast-paced early-stage company looking for people who are a match for our culture and environment.

The application engineer will work directly with customers and potential customers and will have the ability to discuss in-depth technical topics and demonstrate and support the OptiEnz sensing system for biotech applications. Within the company the application engineer will work closely with team members across different technical disciplines and different functions, including R&D, manufacturing, quality control, and sales.

Essential Duties and Responsibilities

- Perform business development to build a sales funnel carrying out customer research and using CRM tools
- Present introductory product and application information to potential customers
- Conduct customer demonstrations and support customer trials
- Provide customer support for the installed base of customers
- Communicate customer requirements regarding product features to the R&D and manufacturing teams
- Develop sales collateral including specification sheets, application notes, marketing flyers, and case studies
- Generate user guides and manuals

Required Qualifications

- Degree in chemical engineering or similar engineering discipline
- Application engineering and customer engagement experience
- Expertise in laboratory techniques and familiarity with laboratory instrumentation
- Project management experience
- Excellent presentation, written, and verbal communication skills

Preferred Qualifications

- MBA
- Familiarity with CRM systems, such as salesforce.com
- Sales experience
- Experience in the biotech industry and biosensor experience
- Industrial control process experience

Apply

Send your resume and cover letter describing how you would be an excellent fit for the OptiEnz team.

Submit all materials to: careers@optienz.com