

**Position Title:** Field Application Scientist, Europe  
**Classification:** Exempt  
**Reports To:** European General Manager

#### ***Who is Active Motif?***

Active Motif is the industry leader in developing and delivering innovative tools to enable epigenetics and gene regulation research. We are committed to providing the highest quality products and superior service & support to serve the life science, clinical and pharmaceutical/drug discovery communities. Whether you are an expert in the field of epigenetics, or a researcher interested in integrating epigenetics research into your studies, Active Motif offers a comprehensive portfolio of epigenetics-related products and services and the support of our team of epigenetic experts to provide complete and innovative solutions to tackle your scientific inquiries.

#### ***What's the job all about?***

Active Motif is currently recruiting highly motivated and talented candidates for **Field Application Scientist** to provide technical, scientific expertise and education for our customers on the complete Active Motif portfolio (including Products, Services and Capital Equipment). S/He will be an integral part of our European sales organization reporting to the European General Manager and will aid the company with its scientific marketing initiatives. The position will also closely collaborate with the global organization of Active Motif (Sales, Marketing and R&D departments), and directly with customers. It requires a self-motivated individual with broad scientific knowledge and a passion to create a customer focused company culture. The position is remote, focused on all Europe with travel requirements of up to 50%.

#### **Responsibilities/Duties/Functions/Tasks**

- Present scientific/technical presentations on behalf of Active Motif at conferences and at customer sites.
- Provide strong scientific expertise and technical competency in discussing Active Motif capabilities and product / services / equipment offering with customers.
- Support Sales team in technical and scientific discussions, presentations, and meetings with customers.
- Significant travel across Europe (up 50% time) to work in the field with Sales, attend meetings with key customers, provide seminars, running evaluation, and participate in trade shows and conferences. We view this as a future state and with current COVID protocols, modifications and adjustments to travel schedules will be made.
- Identify, nurture, and manage collaborations to network and provide leads for the Sales team
- Liaise between the customer, sales team, product management, and other internal teams including R&D.
- Network with customers and provide feedback to Product Management on customer requirements for new applications or products.
- Bring the Voice of Customer (VOC) into the New Product Commercialization process, ensuring company develops delights customers.
- Keep informed of competitive market information at seminars, trade shows, conferences and provide trends to Sales and Product teams.
- Keep abreast of all research developments in the epigenetic and precision medical field and provide feedback to the team.
- Track and report on key initiatives and activities to managers.

#### ***What can you offer?***

#### **Qualifications/Requirements:**

- Master's degree (Ph.D. is strongly preferred) in epigenetics, molecular biology, biochemistry or similar field.
- At least 5 years lab experience in epigenetics or related field.
- An aptitude to learn and to grasp complex biological and epigenetic concepts.
- Excellent communication and interpersonal skills, being articulate and a confident presenter is a must for effectively selling the science.
- Fluent in English (an additional language is a plus).
- In-depth knowledge of molecular biology and epigenetics, direct lab experience with Chromatin Immunoprecipitation, CUT&Tag, CUT&Run and (and not limited to) single cells methods.
- Knowledge of Next Generation Sequencing and experience with proteomics is a plus.
- Must be able to work well independently and as part of a team.
- Competency in using Microsoft Office, experience with Salesforce is a plus.
- Must be detail oriented and highly motivated.
- Critical thinking skills, highly organized with the ability to prioritize tasks and timelines.

#### **Language Skills Required**

- English: Fluent English is mandatory.
- An additional language is a plus.

#### **Location**

- Hybrid-based (office / home office) – Lyon, France.

#### ***What Active Motif can offer?***

Become a valued team member for a dynamic and growing biotech company, participate in an Incentive Plan, Local Benefits.