



## Pre Sales LC-MS Application Specialist (m/f)

Ref: 2074970

Germany, Waldbronn

Agilent inspires and supports discoveries that advance the quality of life. We provide life science, diagnostic and applied market laboratories worldwide with instruments, services, consumables, applications and expertise. Agilent enables customers to gain the answers and insights they seek — so they can do what they do best: improve the world around us. Information about Agilent is available at [www.agilent.com](http://www.agilent.com).

We are currently looking for an LC-MS Application Specialist (m/f) with LC-MS method development experience to join the Application Team.

You will be a part of a professional team of Application Specialists who are responsible of designing solutions for the full portfolio of Agilent's LC-MS products, addressing the customer's analytical needs. You will work closely with the Sales Team, Engineers and other Application Specialists to support the sales process, primarily by developing applications and delivering product demonstrations to customers. It is therefore important that you are technically strong, proactive, communicative and a team player.

### Responsibilities:

- Applying established methods to customer samples, developing new solutions where required, or transferring customer methods to Agilent instruments, in order to demonstrate the performance of Agilent's LC-MS portfolio (QQQ and QTOF) to our customers in the Agilent Center of Excellence in Waldbronn, Germany
- Delivering results to customers in the form of demonstrations and/or reports. Performing demonstrations in the Waldbronn Center of Excellence, in some instances travelling to the customer site to present results
- Understanding customers' application challenges and recommending solutions to ensure their satisfaction
- Regularly communicating the results to the Agilent Sales Team and customers through presentations and online meetings
- Providing your application and market expertise at every level of the value chain, by working closely with product managers, marketing managers, sales teams, and customer support
- Maintaining a good overview of new LC-MS solutions as well as new analytical requirements in key markets and educating both customers and the local Agilent teams
- Occasionally delivering application and workflow focused trainings to customers and participating in the design and delivery of customer workshops and user meetings

### Qualifications:

- Master Degree or PhD in a branch of Chemistry with a strong focus on instrumental analysis
- Knowledge (3+ years) of LC and LC-MS technology and its day-to-day changes
- A demonstrated experience in LC-MS method development and optimization
- Excellent presentation, communication and customer facing skills are required
- Good team working skills
- Excellent problem-solving skills

### Link:

<https://www.agilent.apply2jobs.com/ProfExt/index.cfm?fuseaction=mExternal.showJob&RID=2074970&CurrentPage=1>