

## JOB OFFER - BUSINESS DEVELOPER EUROPE

Your mission will be to develop TECLIS' measuring instruments sales and customers portfolio in Europe.

### RESPONSIBILITIES

1/ Develop direct sales of TECLIS instruments to industrial R&D labs, QC labs, and government and university research institutes in EUROPE:

- Master TECLIS product offer and understand the needs of researchers, prospects, or customers.
- Present TECLIS product offer, carry out on-line demonstrations and/or samples testing.
- Provide commercial offer: price quotation / bidding application, price negotiation up to sales.
- Follow up sales: commissioning, user training, and monitoring customer relation.

2/ Develop the TECLIS customers' portfolio in EUROPE:

- Identify business opportunities and prospects to expand TECLIS' customer base (direct or distributor)
- Maintain a high level of technical, scientific and application skills and use this knowledge to stimulate business.
- Participate in scientific conferences and congresses to represent TECLIS offer and develop our network.

3/ Improve TECLIS Marketing strategy

- Provide feedback from the field to improve the product offering and adjust and extend marketing strategies.
- Working with TECLIS Scientific Marketing people to develop initiatives and materials: application notes, webinars, seminars...

### KNOWLEDGE AND SKILLS

You have a scientific background in physics or chemistry (master's degree or PhD)

You have knowledge or experience of characterization techniques and scientific instruments.

You have excellent interpersonal skills, are a good listener and have a competitive spirit. You have a keen sense of customer service.

At ease with small teams, you are versatile, organized, and autonomous.

You are fluent in French and English.

### CONDITIONS

Salary + bonus based on objectives: €45K- €60K per year depending on profile and experience.

Permanent contract - Location: Civrieux d'Azergues (North of Lyon 69)

### ABOUT TECLIS

TECLIS Scientific is a French company specializes in measuring instruments and services to Study Foams, Emulsions, Surfaces & Interfaces. Over 25 years, we have developed a renowned expertise in instrumentation for Interface Science and has become a key partner of Research.

Today TECLIS Scientific provides a full range of solutions, from laboratory services to analytical Instruments:

- TRACKER™ is the only drop shape analysis-based technics that measures surface / interfacial tension, interfacial rheology and adsorption kinetics with a precise control of the drop / bubble volume, fully software driven.
- FOAMSCAN™ is the most accurate Foam analyzer to characterize the properties of liquid foams : foaming capacity, foam density, stability of foam and liquid, foam structure, and test defoamers effectiveness.



TECLIS Scientific mainly operates in Europe, Northern America and Asia. Our customers are both Academic Researchers and Industrial R&D centers, in various domains of applications such as food science, chemicals, Life sciences, Oil & gas ...

- In Research, our instruments represent a valuable characterization tool of molecules.
- In Development, they help improve the quality of product formulation and increase their competitiveness.
- In Production, they become an efficient tool for process optimization and Quality Control.

The expertise we offer is supported by scientific collaborations that TECLIS has always encouraged. To date, more than 1000 scientific publications refer to our instruments. This continuous exchange of knowledge with the scientific community is also the basis for the development of new measurement methods and innovative solutions that meet Research standards and needs.