



**BIOCRATES Life Sciences AG** – The “Deep Phenotyping” Company, situated in Innsbruck Austria, is a global leader in the dynamically-growing field of Targeted Metabolomics. Our Standardized, hypothesis-driven and quantitative approaches are making Biocrates' products ideally suited for high-throughput applications in Epidemiology and Clinical Biomarker Research, among other fields of use.

Our flagship product, the “Absolute/DQ p180” Kit, enables researchers to assess a spectrum of processes relevant to systems biology that have been described to play a role in numerous diseases such as Cardiometabolic, Neurological and Oncological disorders.

Metabolic biomarker signatures have been discovered with our technology in pre-clinical and clinical settings. They have enabled treatment monitoring, early diagnosis, outcome prediction and patient stratification.

Besides Metabolomics Kits that are in use in laboratories worldwide, we also operate a contract-research laboratory in our headquarters, serving both academic and commercial partners from around the world.

Are you looking for a job in an international team, and want to contribute to expanding a successful life sciences company by translating technological features into customer benefits? We are expanding our US team and have the following vacancy:

## Field Application Specialist Metabolomics/Mass spectrometry (East Coast)

### Essential functions:

- Provide technical support, application advice and training for BIOCRATES Kit customers.
- Work closely with the US Business Development team to grow business and kit sales.
- Support prospecting and sales discussions with technical input.
- Enable identification and establishment of new customers in the region.
- Liaise with customers.
- Ability to travel about 50% of the time.

### Formal Qualifications:

- PhD level scientist with experience in mass spectrometry.
- Experience with small molecules/metabolites a plus.
- Previous experience in a similar position.
- Knowledge of triple quadrupole mass spectrometers from Thermo, AB Sciex and Waters and other manufacturers.
- Possess excellent presentation and communication skills.
- Technical sales support experience would be an asset.
- Computer Skills: proficiency in business software (MS Outlook, Word, Excel).

### Required knowledge:

- Driven by entrepreneurship and high motivation
- Team orientation and team spirit
- High mobility and excellent English presentation and communication skills.

If you are interested in taking part in this fast-paced cutting-edge field of technology, please send your convincing application to: [konrad.grill@biocrates.com](mailto:konrad.grill@biocrates.com)