

# TeraView

## **Applications Sales Scientist/Engineer**

TeraView Ltd is the world's first and leading provider of terahertz solutions to Fortune 500 companies, in a variety of industries. TeraView was created in 2001 from a relationship between the Toshiba Corporation and the Cavendish Laboratory at the University Cambridge. TeraView's vision is to establish terahertz as the premier imaging and inspection tool for the 21<sup>st</sup> century, comparable to the enormous success of X-Ray the latter half of the last century, and more recently ultrasound.

We are currently looking for an Application Sales Scientist/Engineer to be based on the Eastern/Central of the United States of America.

The ideal candidate will have;

### **An excellent technical background:**

- Good first degree in physics or chemistry.
- Ph.D. in a physical science.
- A background in terahertz spectroscopy, terahertz imaging, or terahertz applications.

### **Skills in the following are desirable:**

- Background in spectroscopy instrumentation.
- MATLAB programming skills.
- Experience of aligning optic systems.

### **Other skills, experience and characteristics required**

- Collaborative team player.
- Proactive can-do mind-set.
- Highly organised.
- Attention to detail.
- Able to work remotely with minimal supervision.
- A valid driving licence is required.
- Good presentation skills.

### **The key tasks they will engage in:**

- Learn the technical details concerning how our technology works and what problems it solves for our clients.
- Create new sales and marketing strategies that target B2B customers and position our products in the United States of America.
- Manage customer relations by soliciting and logging client feedback and evaluating the data we receive through digital channels.
- Generate high-quality sales leads and follow up after initial meeting.
- Providing technical advice to customers at both pre- and post-sales stages. This includes undertaking measurements of customer samples.
- Providing support and explanation to customers by email, by phone and in person.
- Alignment of terahertz systems on site.
- Providing first line of support to customers including fault analysis.
- Conducting training courses.
- Attending conference and technical meetings.
- Contribute to new technical publications, new application notes and generating new digital content.
- First point of contact for customer feedback.
- The candidate will be expected to travel up to 25% of their time within North America, sometimes, at short notice.
- The candidate will be expected to travel to the Head Office in Cambridge, United Kingdom for training. These trips will be up to two weeks in duration.

# TeraView

To apply for this vacancy, please send your CV and a support letter in their application detailing why they are right for the job. These should be sent to: philip.taday@teraview.com

The ideal person must be a citizen of the United States of America and must be able to work without work permits or visas.

TeraView offers flexible working hours with an excellent salary and benefits package, along with the opportunity for highly-motivated staff to work together in a friendly, intellectually stimulating and challenging environment.

The post will a one-year renewable contact.

We are an equal opportunities employer and pride ourselves on our diverse workforce. For further information and background on the company, please visit our website on: [www.teraview.com](http://www.teraview.com).

No agencies please.