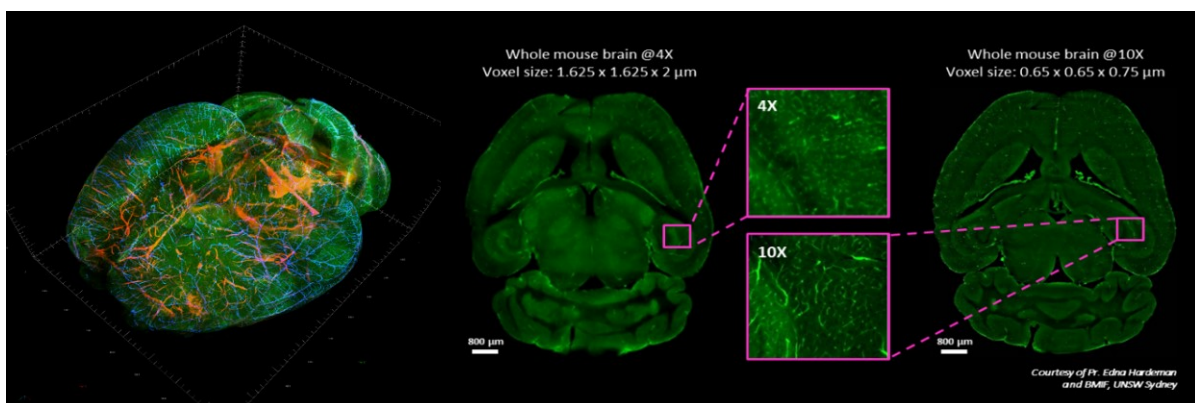
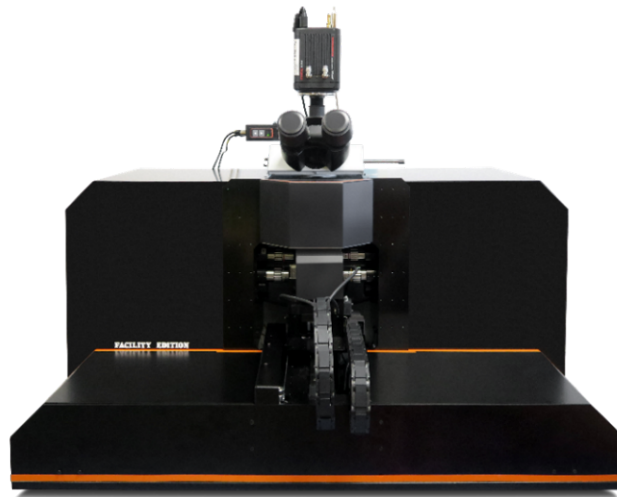


PhaseView

Life Science & Scientific Imaging



a) Alpha³ Light Sheet Microscope; b) Alpha³ Facility Edition (2023) Light Sheet Microscope; c) Multiscale imaging of the whole PEGASOS cleared whole mouse brain. Life-act EGFP transgenic actin filaments staining, tdTomato transgenic MARCKS, plasma membrane staining. Courtesy of Pr. Edna Hardeman and Bio-Imaging Facility (BMIF) of UNSW Sydney. Objective, UPLFLN4X (4X/0.28NA/30WD).

International Sales & Marketing Manager in Advanced Microscopy Systems

About Us

PhaseView is a recognized player in the photonics industry, manufacturing optical and image acquisition systems for private and academic research laboratories. The product range includes Light Sheet Fluorescence Microscopy (LSFM) systems for the observation of biological samples.

PhaseView has a strong international presence, with more than 80% of its sales coming from exports. Our culture naturally leads us to develop innovative, high-quality products and to build close relationships with our customers and partners to anticipate their needs and support them in their search for new solutions.

Our company, which specializes in the manufacture, marketing and installation of light sheet imaging microscopes and software for research, clinics, and hospitals, as well as the pharmaceutical and biotechnology industries, is looking for a dynamic, proactive and motivated individual to join our company as our International Sales & Marketing Manager in Advanced Microscopy Systems.

Duties

The primary duties of the successful candidate will be to:

- a) Develop and implement international sales strategies for advanced imaging systems;
- b) Develop the existing distribution network and identify new distribution partners;
- c) Define and implement marketing tools to promote our imaging systems;
- d) Participate in the implementation of new products and services in cooperation with the R&D department and in response to market needs;
- e) Establish reporting and customer follow-up tools;
- f) Promote sales through presentations and demonstrations of our company's microscopes;
- g) Attend national and international trade shows as required;
- h) Prepare proposals and technical documents in response to requests for proposals;
- i) Provide customer support and service for advanced imaging microscope systems in cooperation with the R&D department.

Qualifications

Previous sales experience is preferred. If you do not have sales experience, you should have a Master's or Ph.D. degree and significant experience in digital imaging and imaging software. Knowledge of advanced applications (TIRF, FRET, FRAP, automated multi-dimensional acquisition, etc.) is essential.

You have a solid knowledge of image analysis, confocal and light-sheet microscopy, and a real ability to build relationships with prospects and customers.

Your commercial temperament and knowledge of advanced microscopy systems such as light sheet imaging, combined with your ability to understand the market, will enable you to actively contribute to the development of the company's market share, both in terms of acquiring new customers and developing sales with existing customers, by demonstrating combativeness and tenacity.

You have a valid driver's license. A good level of English is required to communicate with customers worldwide.

Contract & Salary

We offer a permanent contract with a sales related bonus. The fixed part of the salary is commensurate with your training and experience. The position is to be filled as of February 1, 2024.

Contact

Applications with resume and cover letter should be sent by email to contact@phaseview.com. For more information, consult our website, <https://www.phaseview.com>.