

**cytena** GmbH is a fast growing spin-off from the University of Freiburg. cytena delivers breakthrough technology for single-cell sorting to customers in industrial cell line development and research in single-cell analysis. cytena commercializes and distributes its patented technology for single-cell and single-bacteria dispensing by selling our laboratory devices, the single-cell printer and the new x.sight series. Our customers include several of the world's leading pharmaceutical companies, e.g. Novartis and Bayer.

To strengthen our international sales team, we are currently looking for an engineer, biologist, biotechnologist or natural scientist to start immediately as a

## Field Application Specialist (m/f)

### Responsibilities:

- Presentation of our devices in the customer's laboratory and at trade fairs, mainly for users in the field of cell line development and single-cell genomics
- Training and technical support to new and existing customers (service)
- Providing feedback from product demonstrations to our R&D team for further developments
- Corresponding with customers and negotiation management
- Developing and implementing quality-enhancing and revenue-increasing measures
- Monitoring success and observation of the market and competitor activities
- Generating data for application notes, posters and additional marketing material

### Qualifications:

- Successfully completed technical or scientific studies or an adequate technical professional training, ideally with professional experience as a Field Application Specialist for laboratory equipment
- Knowledge of cell biology desirable
- Independent, success-oriented working method with willingness to take responsibility
- Engaging presentation and interpersonal skills
- High self-motivation, good planning and organizational skills and entrepreneurial thinking
- Ability to display negotiating skills, resilience, reliability and empathy
- Excellent communication skills in English
- Flexibility and willingness to travel (80%) – mostly within Europe

**We offer** excellent working conditions in a creative and ambitious team with interesting development opportunities in a fast growing company. Attractive, performance-related salary as well as a notebook and smartphone, also for private use, are included.

Interested? Then please send your informative application, stating your salary expectations and the earliest possible starting date, as a single PDF file by e-mail to: [careers@cytena.com](mailto:careers@cytena.com)

Discretion and the conscientious observance of blocking notices are of course guaranteed.