

## **Position: Marketing Applications Scientist, *In Situ* Electron Microscopy**



### **Description:**

Protochips develops, manufactures, and sells systems for in-situ electron microscopy. We are an established growth-stage company based in North Carolina's Research Triangle Park with in-situ EM systems across the world.

This role is located in the Raleigh/Durham, NC area. Candidate must be willing to relocate.

The Marketing Applications Scientist reports to the Product Manager and will work with the sales and engineering teams to create marketing materials, generate product test plans, develop case studies, work with key customers in data gathering, and provide product demos in house or at customer sites. You will be a go to technical resource, and play an important role in providing feedback and guidance to the Protochips product development team for future product features based on your observations and feedback.

The ideal candidate is someone who enjoys the breadth of cutting edge technologies as a microscopist, but also wishes to explore work outside of the lab in a marketing role.

### **Responsibilities:**

- Generate sales and marketing materials including application notes, demo/reference samples with detailed experiment scripts, technical presentations and competitive comparisons
- Be a go to technical resource for the sales/applications, engineering, service and marketing teams to help accelerate the sales pipeline and serve existing customers
- Train, support, and be the factory liaison for the global applications team
- Generate and execute test plans for gathering specifications on new products
- Help define and run beta testing programs on new products in with partner customer laboratories
- Lead product demos in house or at customer sites, and perform experiments based on customer requests
- Create and deliver scientific talks at conferences and workshops

### **Qualifications:**

- Must have a PhD in materials science, chemistry, physics, engineering, or equivalent discipline
- 4+ years of direct experience in transmission electron microscopy
- Must be highly skilled in operating all aspects of a TEM from one of the major manufacturers (FEI preferred) including EELS, EDS, STEM, aberration correction, and diffraction, and be skilled in image and data analysis.
- 2+ years of direct experience with in situ TEM highly preferred
- FIB sample preparation experience highly preferred
- SEM experience highly preferred
- Strong technical publication record as well as oral presentations at international conferences
- Excellent communication skills and the ability to convey highly technical information in a clear and concise way
- Must be very hands on, and have the ability to work and be efficient with highly technical equipment
- Travel up to 40%, mostly domestic with some international travel mainly to East Asia and Europe
- Possess valid passport and have ability to travel internationally
- Fluent in Mandarin or Japanese a plus
- Must be a US citizen, or already authorized to work in the US

### **Salary/Benefits:**

- Competitive salary commensurate with experience
- Medical, Dental, Vision, HSA Plans
- Retirement Plan (401k)
- Generous holiday and PTO plan
- Personal Development Support

### **Contact Information:**

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