

# Applications Scientist

## The Company

Durham Magneto Optics Ltd is a high technology company specialising in the design and manufacture of advanced laboratory instrumentation for use by scientific researchers working in nanotechnology, optics, microelectronics, biotechnology and advanced materials. We are located close to Cambridge, UK.

## The role

You will provide specialised scientific knowledge to all parts of the sales cycle, including finding new scientific applications of our instruments, evaluating the technical performance of instruments in production and after installation at the customer's site and working with new end-users to help them develop experimental protocols for their own materials.

During the pre-sales phase, you will liaise with potential customers and with our sales agents to help determine whether our instruments are suitable for the materials and experimental measurements needed by the potential customer. You will design and perform new experiments to test potential customers' materials, document and analyse the results and discuss the outcomes with the potential customer. You will pro-actively develop new markets by looking for new scientific applications of our instruments, through participation in international scientific conferences and by reading scientific literature. You will disseminate new experimental methods based around our instruments to scientific researchers at international conferences.

During the manufacturing phase, you will receive completed instruments from production and will design and run a series of experiments to evaluate the performance of the instrument. You will assist company employees involved in purchasing and production when technical queries arise. When new features or modules are introduced on an instrument, you will design and run experiments to evaluate their performance and advise on their usefulness to scientific researchers.

During the installation phase, you will assist the sales agents' installation engineer either on-site or remotely, particularly with regard to training the end-user. You will advise the end-user on his/her own specific materials and experiments and will perform initial experiments alongside the end-user to help him/her become independent users of the instrument. You will also assist in training sales agents' installation engineers by, for example, running training courses.

After installation, you will liaise with the end-user of the instrument to answer questions and offer general scientific assistance to ensure the customer is able to use the instrument for their own experimental protocols. This may involve the use of remote access client software to log into an instrument remotely or on-site visits. You will liaise with other people in the company responsible for design and manufacture to feedback knowledge of problems, software bugs and ideas for new functionality.

## The person

The successful candidate **must** have:

- a PhD in experimental physics or materials science;
- a proven track record of publishing scientific papers in international peer-reviewed scientific journals and reporting scientific findings at international peer-reviewed scientific conferences;
- practical experience of photolithography and high vacuum thin film deposition techniques;
- experience of using commercial scientific equipment from at least one of the following categories: photolithography, high vacuum thin film deposition, magneto-optical magnetometry. This work must have included both hands-on interactions with the equipment and liaising with vendors and external service personnel.

In addition:

- This is a highly international role, involving international travel and liaising with researchers and engineers across the world. Preference will therefore be given to candidates who have experience in working in scientific institutions beyond the UK.
- South America is a growing market for our instruments and many of the people you will be liaising with will be native Spanish speakers. Preference will therefore be given to candidates who can speak, read and write fluent Spanish as well as fluent English.
- Preference will be given to candidates who have experience of computer-aided design software.

Salary is in the range £30,000 - £40,000 gross pa. To apply please email a CV and covering letter to Ian Harris, Director, at [i.harris@durhammagnetooptics.com](mailto:i.harris@durhammagnetooptics.com) before 31<sup>st</sup> August 2019.