



## **We are recruiting a Sales and Applications Engineer who is a Microscopy expert.**

Lambda is a leading supplier of characterisation, measurement and analysis equipment applied to signals, from DC to Light. Our company offers hardware, software and integrated solutions. Lambda provides non-contact measurement systems, machine vision solutions, laser and electrical test and measurement equipment to a wide customer base.

To further expand our existing customer base in the field of microscopy and materials analysis across the UK and Ireland, we have an opportunity for a **Sales and Applications Engineer** to join the Lambda team. The successful candidate will be familiar with the measuring techniques and sample preparation associated with electron microscopy, confocal and fluorescence microscopy.

### **Responsibilities:**

- Customer related product feasibility studies and sample preparation for and analysis.
- Product sales, customer visits, key account management, marcom activities and events.
- Manage existing, identify and develop new customers.
- Technical support, integration and installation for microscopy solutions, including sample preparation of biological samples.
- Identify complementary biochemistry & biological science applications and products to add to our existing product lines.

### **Qualifications:**

- Scientific education (degree or equivalent) in chemistry, bio-chemistry or other life sciences.
- Experience of working with electron microscopy, fluorescence microscopes and/or confocal microscopy in industry and/or academia, would be a distinct advantage.
- Ability and confidence to provide "on-site" technical support and demonstrations.

### **Person:**

- Passion for technology and desire to act as the sales consultant within a technically driven market.
- Organised, detail-oriented, a self-starter, a positive attitude and excellent communication skills.
- Ability to establish strong working relationships with customers and suppliers.
- Flexibility and willingness to travel throughout the UK and Ireland.

A competitive base salary plus quarterly sales-related commission will be payable. Benefits include company car, private medical insurance, profit share and membership of a Company Pension Plan.

If you are interested in this vacancy, please apply in writing, enclosing your current CV to:

### **Anne Fallon**

Lambda Photometrics Ltd  
Batford Mill, Harpenden, Herts, UK AL5 5BZ  
Email: [anne.fallon@lambdaphoto.co.uk](mailto:anne.fallon@lambdaphoto.co.uk)  
Web: [www.lambdaphoto.co.uk](http://www.lambdaphoto.co.uk)