

Job offer / Business Developer (W/M)

Job : 1 year contract (12 months)

Yearly gross salary : ~30 k€ upon experience

Publication date : September 15 (2016)

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Location : Centre de Recherche Paul Pascal

Equipe Soft Micro Systems

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Context

Droplet-based microfluidics is an emerging technology suitable for the miniaturization and automation of biological assays. It is used for applications in microorganism screening, protein engineering, next generation sequencing, molecular diagnostics... **High performance surfactants**, biocompatible and tailored to the applications are required for this technology. Our team **Soft-MicroSystems** (SMS) located at the Centre de Recherche Paul Pascal in Pessac (F) has improved the knowledge on these surfactants to better control their performances.

In the framework of a European project **ERC Proof of Concept 2016**, we want to develop surfactant formulations to compensate the lack of business solutions for the users of microfluidic technology. In this context, **we are looking for a business developer** for the management of commercial aspects, customer interactions, communication and promotion of products.

Position and tasks

The candidate will be responsible of the market study and the establishment of a business plan.

She/he will establish a control platform and traceability of purchases / sales.

The candidate will be in charge of the creation and development of a new customer data base. He will have to interact and make the link between customers and the chemical engineer.

The candidate will have to make the technological and competitive analysis of the product.

He/she will contribute to the product positioning (communication, contact, forum ...).

Profile

Master degree, business school or engineering school.

Skills in R&D, professional experiences in academic or industrial environment, as well as technical experience in chemistry and processes will be a plus.

Independent, rigorous, curious, candidates must be able to adapt to a multidisciplinary and international environment, facing the demands and developments of a R&D fields in expansion.

An excellent level of written and spoken English is essential: the targeted customers are international.

Your application

Applications should include a CV and a brief statement of interests. Please send your application or any inquiry, by email to jean-christophe.baret@u-bordeaux.fr.

As a socially-aware organization, CNRS pro-actively promotes equal opportunities in the workplace.

Deadline for application : November 20, 2016

Bibliography:

JC Baret, Surfactants in droplet-based microfluidics, Lab Chip, 2012

P. Gruner et al. Controlling molecular transport in emulsions, Nature Communications, 2016

B. Riechers et al. Surfactant adsorption kinetics in microfluidics, PNAS (in press) 2016