



# Internship: Microfluidic Sales Engineer (4-6 months)

**Eden Tech is looking for a Microfluidic Sales Engineer within an internship contract (4 to 6 months)**, to provide assistance in pre- and post- sale technical activities, with a primary emphasis on growing our Eden Materials user base.

Eden Tech is a microfluidics company, based in Paris, which provides cutting-edge tools to help innovators commercialize their chip technologies. Our range of solutions includes new materials and microfabrication equipment to boost our client's research & development. Our team has grown rapidly, and our client base has extended internationally to include start-ups, big pharma companies and top academic institutions.

The ideal candidate is required to:

- Provide primary day-to-day sales and post-sales support to scientists using our Eden Materials microfabrication solutions.
- Work within the sales team to develop account strategies aimed at increasing Eden Tech business as efficiently as possible.
- Provide consultancy to the costumers I POC diagnostics and pharma market segments.
- Work in collaboration with production team.
- Conduct technical proof-of-concept experiments.
- Follow normal standard of work for documentation and customer complaint handling to ensure customer satisfaction.
- Maintain and develop the CRM database.

## **Qualifications**

- Students with a background in microfluidics and bioengineering are encouraged to apply.
- Understanding of microfluidics microfabrication methods (direct/indirect lithography, micromachining, etc.) and materials (thermoplastics and thermosets).
- Good understanding of the microfluidic designs used in Point of care diagnostics.
- Strong problem solving and analytical skills.
- Excellent communication and influencing skills.
- Ability to understand and articulate complex scientific literature and use extensive complex clinical data as a key factor in the sales process.

Location : 4, Rue de Rambervillers, Paris 75012, France

Contact: Please send CV and a motivation letter to [joseph.farah@eden-microfluidics.com](mailto:joseph.farah@eden-microfluidics.com)