

## Product Specialist

### The job

As a Product Specialist at FOSS NIRSystems you will perform NIR feasibility studies and demos, in-house and on-site, as part of the sales process. You will prepare reports and provide presentations to customers, conduct site surveys to make recommendations on the implementation of laboratory and process near-infrared analyzers, and provide customer support via telephone and email.

Coordination of installation and implementation of lab and process near-infrared analyzers including commissioning and validation as well as general post-sales application support. Assist sales personnel and customers with design and planning of experiments.

### Qualifications

Minimum BS in Chemistry or Chemical Engineering with knowledge of analytical instrumentation. Good presentation and communication skills, ability to work as part of a group with sales personnel and distributors. Mechanical aptitude, and ability to travel domestically.

Knowledge of spectrophotometric systems, fiber optic probes and other sampling systems. Working knowledge of chemometrics and computers is necessary. Knowledge of statistics is helpful.

### We offer

An international and dynamic working environment with good opportunities to develop professionally and personally. At FOSS we value our employees and good co-operation. We believe that co-operation based upon confidence, straightforward communication and clear objectives will give job satisfaction and good colleagues, who help each other. We wish to motivate our employees to take responsibility and have an influence over their work.

### Application

Send your written application to the following address:

FOSS NIRSystems, Inc.  
Human Resources Manager  
7703 Montpelier Road, Suite 1  
Laurel, MD 20723, USA  
E-mail: [hrdept@foss-nirsystems.com](mailto:hrdept@foss-nirsystems.com)

## Dedicated Analytical Solutions

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