

Applications Specialist Melbourne

About Us

Haemokinesis is an innovative, research driven Australian biotech company committed to satisfying the needs of customers worldwide with fast, reliable diagnostic platforms in laboratory and point-of-care / point-of-trauma in the fields of immunohaematology.

About the Role

Haemokinesis is seeking a full time Applications Specialist to be responsible for supporting Haemokinesis products both domestically and internationally. The ideal applicant will have significant laboratory experience in blood group serology, an understanding of diagnostic equipment, software and their applications. Experience in product support and training would be an advantage.

About You

- Bachelor's Degree in Science or similar
- At least 5 years' experience in the Clinical Diagnostics space
- Manage product evaluation and provide feedback on further evaluation needs at customer site as part of sales process and ensure it meets business objectives
- Conduct pre-sales product demonstrations and presentations
- Clear and effective customer communication.
- Conduct product application training, including preparing materials required, to customers, channel partners and to internal staff.
- Maintain a high level of interaction and engagement with other departments (e.g., sales, production, R&D) to ensure coordination of activities
- Develop and maintain relationships at multilevel with Lab scientists and Lab Managers
- Ability to work in a virtual and remote environment as required, engaging strong project management skills
- Significant travel required both nationally and internationally.
- Assist with R&D testing, validation and documentation.
- Excellent organisational, analytical, presentation and problem-solving skills
- Team player that understands the collaborative nature of the industry

Remuneration

Excellent salary package commensurate with experience and skills, with room for advancement. Incredible work satisfaction providing innovative Australian products to the world which will directly and indirectly save lives, improve patient outcomes and raise the standard of available healthcare in many parts of the world