



every photon counts

**EMPLOYMENT OFFER
POSITION: APPLICATION SCIENTIST**

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Nüvü Camēras Inc. is a high-tech company that manufactures, develops and markets scientific cameras, which are considered to be the most sensitive in the world, and this, since 2010. The end-users of these cameras are, among others, space agencies, research centers, imaging systems manufacturers of imaging systems used primarily in hospitals. The company is based in the heart of Montreal and shines on the international scene. Recognized globally as the leader in its field, Nüvü Camēras is undergoing rapid growth and seeks to expand its dynamic, creative and professional team.

Position Summary:

With regards to the commercialization of our cameras, the role of the chosen candidate is to promote and sell our products and services. The position requires a good technical understanding of the products and its applications to properly meet customers' needs. In order to increase sales and increase company revenue, the candidate will contribute to the realization of market studies in targeted fields. To evolve through the life cycles of an innovative company, the applicant must demonstrate excellent priority management skills, be known for their adaptability and keen sense of customer satisfaction.

This position entails covering an international territory, thus requiring several business trips per year of variable durations. Reporting to the Sales Director, the chosen candidate will contribute to a passionate and results-oriented sales team renowned for their expertise.

Specific Responsibilities:

- Promote products and services to target client;
- Advise and guide customers in the purchase and use of products and services;
- Optimize the customer portfolio for products and services;
- Ensure documentation and follow up of opportunities via CRM;
- Conduct trainings and product performance demonstrations to interested customers;
- Communicate customer needs to Nüvü Camēras;
- Contribute to customer service;
- Contribute to the quality of marketing and communication;
- Communicate results and ideas through reports, presentations and team discussions.

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Education and Experience:

At a minimum, a relevant university degree with courses in optics and experience with scientific imaging. Experience with photon counting or sensitive camera system optimization is a plus. Experience in a high-tech SME is an asset.

Skills and Desired Qualities:

- Advanced scientific knowledge in at least one customer-related field (Space or ground exploration, medical or biomedical diagnosis, fundamental physics, industrial quality control);
- Focused on clients satisfaction and results;
- Organized, autonomous and rigorous;
- Ability to work on several files simultaneously;
- Analytical skills with a creative spirit;
- Ability to efficiently communicate and summarize;
- Strong interpersonal skills;
- A marked interest for sciences and technologies;
- Fluent in both French and English with strong redaction skills.

Terms:

Position: Full time, permanent (37.5 hours/week)

Schedule: Flexible from Monday to Friday

Salary: Competitive, based on file

If this position interests you, please send your Curriculum Vitae and letter of intent to careers@nuvucameras.com. We ask that candidates withhold from calling, as the numerous applications received does not allow us to respond to everyone. We thank you for your interest and will contact you if your application is successful.