



Applications Specialist MolecuLight Inc.

Location: Field-based (USA)
Job Type: Sales

MolecuLight Inc. is a Medical device company in Toronto, specializing in point-of-care diagnostic imaging, developing a handheld optical imaging platform. MolecuLight's first product is an imaging system with primary applications in bacterial imaging for wound care, cancer imaging and preclinical animal model analysis.

Job Description:

A. General Summary

Under general direction from the Applications Team Leader, Marketing, and reporting to the Vice President of Sales, the Applications Specialist role is to provide applications support for existing and new products of MolecuLight. The Applications Specialist will provide support in the areas of sales demonstrations, customer education, customer training and applications development support. The Specialist may resolve customer satisfaction issues as assigned and responds to suggestions for improvements and enhancements. The Specialist may work with engineering to test and provide feedback on new product developments. The position will require travel 50 -70 percent .

B. Key Accountabilities and Responsibilities

- > Pre-sales demonstrations with primary applications in bacterial imaging for wound care, cancer imaging and preclinical animal model analysis.
- > Provide post-sale customer training and application support.
- > Travel to and participate in trade shows, conferences and workshops as subject matter expert.
- > Ability to deliver specialized and general presentations about products, applications and new developments at customer sites, conferences, workshops and over the phone/on-line.
- > Collect and provide user feedback for product development initiatives to enhance future products and towards the development of new application-based functionality.
- > Assist in evaluating new products where applicable.
- > Commitment to developing extensive knowledge of products and applications.
- > Travel Requirement: approximately 50% - 75% of working time as required.

C. Relationships

The position reports directly to the Vice President of Sales.

Internally, the Applications Specialist shall promote positive and effective working relationships and work cooperatively to achieve assigned goals. This includes interaction with Regional Sales Managers to manage customer expectations and facilitate the sale of systems. Externally the Applications Specialist shall work closely





with customers, end users, and luminaries to support the development, sales, support and training of MolecuLight products.

D. Qualifications

Required:

- > Bachelor's degree; science or biology preferred but not essential
- > Excellent knowledge and experience in the field of wound care
- > Excellent oral and written English communication skills
- > Excellent presentation skills
- > Excellent business writing skills and good business sense
- > Must possess strong problem-solving skills
- > Excellent priority setting and organizational skills
- > Good computer skills

Highly Beneficial:

- > Nursing degree or graduate of a DPT program
- > Previous commercial experience in the field of wound care
- > Experience in medical software and knowledge in imaging applications

Beneficial:

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Attributes:

- > Ability to meet tight deadlines and work well under pressure
- > Ability to handle tasks concurrently rather than sequentially
- > Ability to maintain a high level of energy and a sense of urgency
- > Ability to work independently as well as be a team player
- > Ability to adapt to constantly changing environment
- > Ability to take initiative
- > Excellent attention to detail, preservation and follow-up
- > Proven ability to mentor less experienced peers
- > Positive professional attitude, eager to learn from new and challenging opportunities

E. Disclaimer

The above information on this job description has been designed to indicate the general nature and level of work performed by employees within this job. It is not designed to contain or be interpreted as a comprehensive inventory of all duties, responsibilities, and qualifications required of employees assigned to this job.

