



Innovative Infrared Imaging.

Telops Inc., founded in 2000 and located in Quebec City, Canada, is a company specializing in the design and manufacturing of hyperspectral imagers and high-performance infrared cameras for defence, industrial, and academic research applications. Telops also offers R&D services for optical systems technology development in order to respond to the specific needs of its customers. Since we are currently growing, and are seeking a

Field Application Scientist

Full-time permanent position (37,5 hours) – United States

Under the direct authority of the Marketing Director, the candidate will fulfill an important role within the Sales & Marketing team. He will be asked to provide high-level scientific and technical support. Good market knowledge as well as an acute understanding of customers' needs are needed in order to maximize sales. He will also be greatly involved in the writing of scientific articles, application notes and technical documents. In addition, the field application scientist will participate in demo tours to promote Telops's products, with the support of the business development managers.

More specifically, the candidate will have to:

- Follow the market progress (technological breakthroughs, new competition or other changes);
- Perform feasibility studies on the performance and specifications of our products;
- Participate in the training of customers, staff and representatives;
- Provide technical data requested by clients and assist them in the configuration of their cameras;
- Establish collaborations and partnerships (publications) with clients in order to promote new applications;
- Develop training material for the technical trainings and give training sessions (conferences, technical webinars) in order to promote our products;
- When required, assist the product managers in the processes related to the maintenance and improvement of our products;
- Attend and participate in conferences focusing on Telops's target applications;
- Understand the needs and expectations of customers working in those fields and inform the business development managers and product line managers;
- Provide support to the after-sales service team.

We are looking for someone who demonstrates professional maturity, self-confidence and strong leadership, while being able to collaborate with others and be part of a team work dynamic. The candidate must have the ability to quickly establish a strong and trustful relationship with the various stakeholders (clients, suppliers, distributors, colleagues, etc.). The person must also demonstrate the ability to work independently while maintaining team synergy. He must be open-minded and have a strong sense of responsibility, organization and rigour.

The requirements for this job are the following:

- A bachelor's degree as well as a master's and/or doctoral degree in a scientific field (chemistry, physics, engineering, etc.);
- A minimum of five (5) years of work experience in a similar position;
- Knowledge and skills in infrared and spectroscopy (knowledge in imaging, image processing, and scientific, environmental and petrochemical markets will be considered assets);
- Availability to travel outside the country (about 30% of the time);
- Good knowledge of computer tools and software: Microsoft Office Suite, Matlab, SAP, Salesforce;

In order to submit your application, please send your resume as well as an application letter to the following address:

rh@telops.com