

Sales Application Engineer – Genome Detective

Emweb is a software engineering company specialized in the development of innovative software. We are located in Herent (Leuven, Belgium) and serve customers all over the world. Emweb's major products are **Wt**, an open source library for the development of web applications, and **Genome Detective**, a software platform for microbial High Throughput Sequencing analysis. Our solutions excel in quality and efficiency, and are therefore applied in complex applications and environments.

As we continuously grow, we are currently looking for new colleagues with the following profile to join our team in Herent.

We are expanding our activities on Genome Detective in the domain of microbial sequence analysis, and are looking for a sales application engineer who supports our customers and the sales process through an in-depth knowledge of our products, their applications and integration possibilities.

Your responsibilities are:

- Support prospects and customers with their questions and problems related to the use and integration of Genome Detective
- Follow-up on leads to understand their technical expectations and requirements, provide the right solution leading to the closure of deals
- Develop new opportunities within existing accounts
- Provide feedback from the field to adjust the product roadmap and the company business plan
- Attend events and conference calls, and engage with our customers and prospects
- Create support material, evaluate and benchmark the software for new use-cases, draft and publish white papers and scientific publications, ...
- Design and implement integration projects for our customers
- Create and provide product training

With the following skills, you are the perfect match to complete our team:

- Master degree in life sciences, (micro)biology or bio-informatics
- A strong background in microbiology
- Software development skills for the purpose of statistical analysis and/or integration projects is a plus

- Strong commercial orientation
- Team player with excellent communication skills (English, Dutch is a plus)
- Understand problem statements and can provide a qualitative solution
- Detail oriented and organized, strong sense of customer service
- Result and ROI driven
- Eager to learn and dissect a problem and break it down into its individual components: you are not satisfied with a vague and superficial understanding
- Willing to travel when required

We offer you:

- A work environment typical of a young innovating company
- A large diversity in challenges
- The possibility to acquire new and improved skills
- Our appreciation for your inquisitive mind
- A green working environment a stone's throw from metropolis Leuven
- A competitive salary
- Extra-legal benefits

If this profile describes you or in case you have extra questions, don't hesitate to contact us at info@emweb.be!

www.emweb.be - www.genomedetective.com - www.webtoolkit.eu