



Field Application Specialist

Location: Sydney

Work Type: 12-month fixed-term contract, Full-Time

About us:

SpeedX is a dynamic, and rapidly growing company with a strong portfolio of technology at the cutting edge of molecular diagnostics. Our growing team in offices and laboratories in Sydney, London, and Austin, work together in an innovative, challenging, and collaborative environment, towards our critical mission of developing clinically relevant tools to positively impact healthcare networks around the world.

At SpeedX, we are passionate about improving patient outcomes; specializing in molecular diagnostic solutions that go beyond simple detection to offer comprehensive information for improved patient management. Our technology supports clinical diagnostic products for infectious diseases with a range of products in the market and a pipeline of research and *In Vitro* Diagnostic (IVD) assays since 2009.

SpeedX believes our employees are pivotal to our success and reputation, therefore we strive to offer true work/life balance with opportunity structured career development. We are committed to recruiting, developing, and retaining the best and diverse talent.

If you would like to work for a growing company that was awarded 2021 Australian Company of the Year at the AusBiotech and Johnson & Johnson Innovation Industry Excellence Awards, please apply now.

About the Role:

- **12-month fixed term** contract with a possibility of extension
- Supporting the sales with its expanding product pipeline comprising infectious disease and anti-microbial resistance
- Working in an ISO 13485 accredited manufacturing environment
- Extensive training provided to ensure smooth transition to the role and the company
- Opportunity to grow your career in Molecular Diagnostic company for the right candidate
- Monday-Friday office hours

Your primary responsibilities will involve but not limited to:

- Perform on-site and remote implementation and customer training of SpeedX diagnostic assays



- Provide technical pre- and post-sales support to customers and distributors including qualification of opportunities, product demonstrations and solution development
- Support Sales & Marketing by providing technical expertise to existing and new customers via field visits, trade shows and industry conferences
- Utilize technical expertise to enable and support commercial marketing programs
- Maintain technical industry presence authoring publications, posters, application notes as well as attending and speaking at symposiums and other industry events
- Develop and maintain ongoing relationships within the Molecular Diagnostics market
- Contribute to technology assessment and market analysis through secondary research and present data internally to the team
- Participate and support special projects and other ad hoc commercial activities
- Must be located in Australia
- This position requires travel for 40-50% of time within Australia. Additional overseas travel further abroad may also be required from time to time.

Qualifications/ Technical & Specialist Skills/ Experiences:

- Minimum degree level qualification in the molecular biology field with a strong academic record
- Previous experience working in a molecular diagnostics/clinical laboratory setting
- A high level of proficiency in multiplex PCR and RT-PCR with extensive knowledge of fluorescent probes
- Previous customer facing experience is essential
- Mandatory fluency in English
- Be able to access a well-connected Australian airport for frequent air-travel

Personal attributes/ Interpersonal skills:

- Strong analytical and problem-solving skills
- Excellent administrative, organisational, communication and interpersonal skills
- Strong secondary research skills, especially scientific literature, patent and internet searches
- The ability to work quickly and to deadlines
- Excellent interpersonal skills and communication skills
- Highly motivated and results driven



- Ability to work independently with moderate supervision and with other team members in a cooperative manner

To apply for this opportunity, please email your CV and accompanying cover letter and include in the subject the job title: **Application Specialist** to: hr@speedx.com.au

In order to be eligible to work for SpeedX, you must hold current working rights with no restrictions. Job offers will be subject to a National Criminal History Check.

Please note, only shortlisted candidates will be contacted.