



# IBEX Innovations Limited

## Sales Applications Engineer

### The Company

IBEX Innovations Limited (IBEX) is a rapidly growing technology business, focused on the commercialisation of a patented X-ray detector technology for medical and industrial imaging markets. IBEX technology works with existing X-ray detectors to generate additional materials information that can be used to improve the diagnostic value of medical imaging and deliver improved detection of defects and impurities in industrial applications.

The IBEX technology brings together a wide range of disciplines including X-ray physics, engineering, statistics and software development. IBEX is a stimulating and friendly place to work where we take pride in our jobs and are excited by the innovative and creative work we do. The work environment is demanding and challenging but our staff are positive and supportive and act with high levels of integrity and mutual respect.

The company is now looking to employ a Sales Application Engineer to help drive commercialisation of the technology in medical and industrial X-ray imaging markets. The ideal candidate will be a physical sciences or engineering graduate with several years experience in a customer-facing technical role. Relevant experience with X-ray imaging applications, particularly medical imaging and the ability to code in Matlab would be a significant advantage.

The role requires an energetic individual capable of “getting things done” with minimal day-to-day management. The successful candidate will be expected to show high levels of commitment and responsibility in their job.

### Location:

Netpark, Sedgfield, County Durham, UK

### The Role

Reporting to the CEO, the Sales Applications Engineer will play a key role in the commercialisation of IBEX Technology and in guiding future technology and product development to meet customer needs. The primary functions of the role will be to:

- Work with the CEO and Applications Team to identify commercial opportunities in medical and industrial markets, including attendance at scientific conferences and trade shows
- Promote the IBEX technology to prospective and existing customers and match IBEX capabilities to identified customer needs
- Undertake demonstrations of the IBEX technology to prospective and existing customers at both IBEX and customer facilities
- Perform data collection, analysis, report preparation and presentations to customers
- Develop strong relationships with prospective customers and assist the CEO in the closure of sales opportunities
- Be an individual contributor to the development of new capabilities and applications to meet identified but unmet customer needs
- Input the customer perspective into product and technology roadmaps and software specifications
- Provide applications support to existing customers as required.

### Core competencies and qualities

- Strong practical scientific and engineering skills
- Excellent technical writing, communication and presentation skills
- Proven ability to build strong working relationships with prospective and existing customers
- An excellent working knowledge of technical sales and customer relationship management processes

- Good working knowledge of scientific programming (for example Matlab, Fortran, R)
- Able to readily adapt to new tasks and changing priorities

### **Education and skills**

- Minimum degree-level in a relevant physical science or engineering discipline
- Industrial experience in a customer-facing technical role, preferably in a related field
- Advanced skills in Microsoft Word and Powerpoint and good working use of Excel and Access

### **Human Interaction Skills**

- The Sales Application Engineer is expected to take a collaborative and constructive approach to their interaction with other staff members, at all times to maintain high levels of professional integrity and to be a positive role model to other employees by conducting themselves in a manner consistent with the Company's Values.

### **Additional skills and qualities which would be beneficial**

- Competence in Matlab programming
- Skills and experience in statistical methods
- Experience of X-ray imaging methods and applications
- Direct experience of medical X-ray imaging methods and markets would be an advantage

### **Salary and benefits:**

Salary: Commensurate with skills and experience

Benefits: IBEX operates a flexible benefits scheme, including pension, life insurance and the choice of a third flexible benefit.

Share Options: Share Options are available following the successful completion of a three-month probationary period

### **Closing Date and How to Apply**

Closing date:

If you think you are the person we are looking for, then we would love to hear from you. Please send a CV and covering letter to our Office Manager Lisa March at [l.march@ibexinnovations.co.uk](mailto:l.march@ibexinnovations.co.uk)