Application Scientist (Glasgow/Munich/Remote)

About us

DeepMatter™ aims to revolutionise chemistry by integrating chemistry with technology, thereby enabling a greater use of artificial intelligence and reaching a point where chemicals can be autonomously synthesised through robotics. Sitting at the heart of this, is data. The increasing digitalisation of the life science and chemistry markets means organisations are collecting more data, requiring confidence in that data and wishing to create value from that data.

DeepMatter has developed and is commercialising data rich platform technologies, including software and laboratory hardware, with the ability to collect ubiquitous and novel data, clean up and structure the data whatever the source, and apply machine learning analysis to enable actionable knowledge – thereby increasing productivity, discovery and compliance gains.

We are a vibrant, high-growth technology company with one development team based in the centre of Glasgow and one team based in Munich.

The role

We are looking for an Application Scientist with history as a practicing organic chemist and ideally also experience in cheminformatics to join our team to support our sales team and customer engagement activities. This exciting role ideally will be based in our Glasgow or Munich offices, but we will consider a remote role for strong candidates.

Key Responsibilities

Scientific Advocate

- Scientific expert, who advocates the utility and impact of our solutions to a technical audience
- educating scientists and driving interest for our products

Technical Sales Support

- Product demonstrations and training for customers across our solutions
- Customer solution design for one or more of the following domain areas
  - Cheminformatics
  - Retrosynthesis
  - Digital Glassware
- Business needs analysis and where appropriate lead feasibility studies

Customer Support

- Troubleshooting the issues arising in effective usage and helping to gathering feedback translating to user stories that can be applied to further product development
- Support the platform by supporting trials and product deployments

Product Management Support

- Support the Product Manager as a key technical interface to the commercial side of the business
- Challenge product owner and stakeholders to ensure requirements are effectively prioritised

Key Skills & Experience

- Minimum Bachelors or Masters degree in Chemistry, Chemical Engineering, Cheminformatics or a related science;
- Experience working in a pharma or CRO company as a practicing organic chemist;
- Prefer also experience working with Cheminformatics tools;
- Expert scientific communicator who understands customers' needs and able to demonstrate solutions
- Committed to providing total customer satisfaction with absolute professionalism;
- Excellent written and verbal communication skills;
- Good organisational, planning and time management skills
- Proactive, innovative and commercially aware
- Self-driven, smart, creative and numerate;
- Can-do, yes mentality;
- Ability to work with multi-disciplinary teams;
- Prior customer / client focused experience;
- Experience of working in an agile environment would be advantageous; and
- Working knowledge of working with a CRM would be desirable, e.g. vTiger
- German speaker would be advantageous

Salary and Benefits

- Competitive salary
- Company bonus scheme
- 25 days annual leave (UK / 28 days annual leave (Germany)
- public holidays
- Statutory pension

To apply please email your CV to careers@deepmatter.io .