

Director of Applications (m/w/d)

DE-BW-Ettlingen

18 hours ago

Antrags-Nr.: 2024-15772 **Anzahl offener Funktionen** 1 **Positionstyp** Employee**Full Time/Part Time** Full Time

Überblick

Bruker is enabling scientists to make breakthrough discoveries and develop new applications that improve the quality of human life. Bruker's high performance scientific instruments and high value analytical and diagnostic solutions enable scientists to explore life and materials at molecular, cellular, and microscopic levels. In close cooperation with our customers, Bruker is enabling innovation, improved productivity, and customer success in life science molecular and cell biology research, in applied and pharma applications, in microscopy and nanoanalysis, as well as in industrial applications. Today, worldwide more than 8500 employees are working on this permanent challenge at over 90 locations.

Bruker offers differentiated, high-value life science and diagnostics systems and solutions in preclinical imaging, clinical phenomics research, proteomics and multiomics, spatial and single-cell biology, functional structural and condensate biology, as well as in clinical microbiology and molecular diagnostics.

Please visit www.bruker.com.

We are looking for a **Director of Applications (m/w/d)** for our location in Ettlingen.

The Director of Applications PCI leads the global PCI applications team, with direct reports from EIMEA/AMER Regional Applications Managers, and APAC as a direct manager. The role involves establishing and executing a global applications strategy for the Imaging market, identifying emerging applications to help define new products and solutions, and enhancing global customer intimacy and loyalty in the Imaging market.

The Director of Applications is tasked with consolidating application knowledge, facilitating communication as the primary point of contact for senior management, sales, product management, and marketing regarding PCI applications. Additionally, the role encompasses global oversight of pre- and post-sales application support, along with catering to the unique needs of local PCI labs worldwide in terms of staffing, compliance, and resource management.

Aufgaben/Verantwortlichkeiten

Lead the global applications team:

- Oversee the global PCI applications team, with direct reports from EIMEA/AMER Regional Application Managers, and act as an interim direct manager for APAC
- Collaborate with the Regional Application Managers to ensure adequate staffing and skill coverage



- Conduct annual reviews, salary evaluations, and scheduling for the regional managers Set guardrails for the (PET, MRI, MPI, CT, software, ...) cross-functional competency teams and act as an escalation point

Establish global PCI applications strategy:

- Develop and implement a global PCI application strategy for the Imaging market in alignment with business objectives
- Identify new emerging applications and support the creation of new products and solutions

Increase customer intimacy:

- Enhance global customer satisfaction and loyalty in the Imaging market by establishing and measuring KPIs
- Oversee the application websites and forum
- Conduct regular global user meetings and scientific workshops
- Conduct regular global internal application meetings

Establish global application support:

- Serve as the primary point of contact for Executive Management, Sales, Product Management, and Marketing requests
- Establish guidelines for providing pre- and post-sales application support, especially for tenders and demo requests
- Deliver product requirements that enhance customer value and assist in validation of products/solutions
- Set guidelines for organizing marketing support, particularly content generation, and conference support
- Assist local PCI application team leads to ensure that the lab application equipment aligns with strategic market, business, and compliance needs.

Qualifikationen

To be successful in that position, you will need:

- Diplom/ Master's degree
- 6-8 years of working experience and 3-5 years experience in a leadership position
- Knowledge of Imaging applications, in particular PET, MRI, CT (Advanced); preclinical imaging experience would be a plus
- Customer facing experience (Advanced)
- Sales & Marketing experience (Advanced)
- Experience in an international and cross-cultural environment (Advanced)
- Knowledge of Product Lifecycle Management (Basic)
- Microsoft 365 (MS-Office) (Expert)
- the ability to manage conflict situations
- very good communication skills, resilience, sense of responsibility

Does this sound interesting for you? Then we are happy to receive your application.

