



OXSENSIS

Oxsensis Ltd
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Applications Engineer

Directly reports to: Sales Director

About us

Oxsensis Ltd. provides breakthrough monitoring solutions for extreme pressure and temperature environments. Oxsensis optical technology allows next generation level of control and optimisation for client systems & achieving industry leading levels in safety and efficiency. Our sensor technology is based on all-optical approach targeting increased accuracy and reliability to decrease the environmental impact of each installation. In order to achieve these goals Oxsensis is working in collaboration with blue chip OEMs in various industries including Power Generation, Energy and Aerospace.

The role

We are looking for a hands-on Applications Engineer looking to grow a career in a commercial role within an engineering company. We are seeking candidates with a background in STEM, with a “can-do attitude” and able to engage with all levels of the business and clients.

You would be joining the Commercial and Business Development team, but working closely with, a multi-disciplined team of engineers covering Optics, Mechanical and Opto-Electronics. You would be working alongside Engineering and Production, identifying and addressing customer requirements. Our customer base is global but is currently focused in Europe and the United States of America. Travel will be required from time to time, but contact will be mainly via email and teleconference. The Sales and Marketing department, which you would be part of, is growing at this exciting time in the Company’s history. You would have the opportunity to make the role your own with guidance from the immediate team around you. Knowledge of instrumentation and/or Gas Turbines would be beneficial. Fibre optic experience is not essential as in-house training would be provided.

Day-to-day activities will include:

- Own the technical customer relationship. Validate customer requirements. Oversee customer trials and tests, organising mechanical and electronic interface requirements. Some customer site assessments and commissioning.
- Produce technical literature including product data sheets and promotional material. Presenting and discussing technical aspects of the Company’s products to facilitate new or existing business opportunities.
- Work closely with the commercial team to aid in developing sales. Represent the customer internally to the Company. Bridge the gap between internal technical teams and commercial teams.
- Input to product development from a commercial and business development perspective.
- Create, maintain and follow internal processes.
- Work with and aid internal teams to assist on large scale bids.
- Review customer quality procedures and update corresponding internal processes accordingly.
- Provide customer training, including training material and one-to-one sessions.
- Other responsibilities will be provided to aid in promoting business activities where required.
- Manage import/export requirements for customer sales and trials.

Essential skills and experience:

- Degree or equivalent experience in STEM subject
- 2 years in technical or engineering discipline
- Knowledge of optics principles
- Excellent communication, organisational and interpersonal skills
- Working in accordance with quality procedures for documentation and production
- Ability to work both alone and as part of a team

Desirable (but not essential) experience:

- Experience in a customer facing role
- Practical experience with fibre optics
- Basic knowledge of mechanical definitions, fittings and material capabilities
- Knowledge of instrumentation and/or gas turbines

We offer:

- Supportive cross-discipline team of industry professional to learn from & collaborate (~30 person team)
- Flexible working options (balance of on-site and WFH depending on project activities after introduction period)
- Opportunities for learning and regular professional education (courses, seminars, etc.)
- Great work location at Harwell Campus (transport links, environment, food court, etc.)
- 25 days holiday (plus bank holiday)
- An opportunity for equity in the company
- Cycle to work scheme

Please send your application with a cover letter to Oxsensis Ltd contact@oxsensis.com