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Technical Application Specialist- Clinical Informatics (Invitro Diagnostics)

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Company: Danaher

Location: İstanbul

Category: other-general

Wondering what's within Beckman Coulter Diagnostics? Take a closer look.

At first glance, you'll see that for more than 80 years we've been dedicated to advancing and optimizing the laboratory to move science and healthcare forward. Join a team where you can be heard, be supported, and always be yourself. We're building a culture that celebrates backgrounds, experiences, and perspectives of all our associates. Look again and you'll see we are invested in you, providing the opportunity to build a meaningful career, be creative, and try new things with the support you need to be successful.

Beckman Coulter Diagnostics is proud to work alongside a community of six fellow Diagnostics Companies at Danaher. Together, we're working at the pace of change to improve patient lives with diagnostic tools that address the world's biggest health challenges.

Staff Technical Product Specialist for Beckman Coulter Diagnostics is responsible for working with a team-based Service/Marketing/Sales strategy for both new and existing customers.

You will be responsible for supporting Clinical Informatics (CIT) and Workflow & IT Solutions (WITS) installation into hospitals and reference laboratories. You will work closely with the WITS to align on key strategic accounts in the automation and support the execution of sales strategies and campaigns that leverage our Clinical Informatics suite.

You will use your knowledge of laboratory workflow, IT infrastructure, and networking security to effectively understand customer needs across the healthcare enterprise, and ultimately architect the appropriate solution to meet the needs of the laboratory as well as the healthcare IT team.

This position is part of the Workflow & IT Solutions team located in your home or office and it

will be fully remote with 30% - 50% travel across the Turkey, Azerbaijan & SEE Region.

At Beckman Coulter, our vision is to relentlessly reimagine healthcare, one diagnosis at a time.

You will be a part of the Service Organization and report to the After Sales Manager.

In this role, you will have the opportunity to:

Align with strategic sales teams on sales priorities and customer targets. Ensure consistent communication with sales counterparts.

Serve as a subject matter expert for the CIT product discipline who regularly engages with senior cross-functional partners (e.g., WITS Sales Managers, Business Unit and Marketing Teams, and Service Partners) and customers (e.g., Laboratory Directors and Hospital IT Teams, etc.) to craft the best fit solution to meet the customer's individual IT needs.

Use knowledge of laboratory workflow and IT networking infrastructure to have deep technical conversations with stakeholders in the healthcare enterprise early and throughout the sales process.

Ensure the accuracy of the solution and develop the appropriate documentation to support a successful handoff to the CIT implementation team and ensure a positive customer experience.

Deliver technical discussions and demonstrations that link the capabilities of the CIT solution to the ability to address customer's technical and workflow needs.

The essential requirements of the job include:

Bachelor's degree preferably in a science (Biology, Biochemistry, Chemistry), or BC's degree Technology Field but experienced at a biological or related subject.

All candidates must have sufficient knowledge on English (CEFR min B1) to understand and apply to internal/external customers and trainings and fluent in Turkish.

Knowledge of network technology like ASTM, TCP/IP, FTP and MS Windows products. Knowledge of LIS or Laboratory Workflow Management solutions, laboratory workflow, complex IT infrastructure and privacy. Working knowledge of laboratory workflow and healthcare IT needs, with a focus on networking and security concepts. Proficiency with hospital IT platforms, including LIS and middleware; strong understanding of laboratory

diagnostic solutions.

At Danaher we bring together science, technology and operational capabilities to accelerate the real-life impact of tomorrow's science and technology. We partner with customers across the globe to help them solve their most complex challenges, architecting solutions that bring the power of science to life. Our global teams are pioneering what's next across Life Sciences, Diagnostics, Biotechnology and beyond. For more information, visit .

At Danaher, we value diversity and the existence of similarities and differences, both visible and not, found in our workforce, workplace and throughout the markets we serve. Our associates, customers and shareholders contribute unique and different perspectives as a result of these diverse attributes.

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