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# Example of Field Application Specialist Job Description

Our growing company is looking to fill the role of field application specialist. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for field application specialist

* Develop Application Briefs that will help position and create demand for Pathology Products and Solutions
* Team with Account Managers and Business Partners in customer-facing activities, providing technical expertise to accurately qualify and assist to close Sales opportunities
* Communicate feedback and opportunities to enhance Agilent’s product offerings
* Share customer and market trends and new product/solution needs
* The position supports Sales and customers in both pre & post-sales contexts
* Pre-sales activities include customer consultations, customer site-based demos, workflow studies, and support for scientific meetings
* Post-sales activities include customer training, implementation of new platforms at customer sites, and troubleshooting
* The position works closely with Sales, Field Service Engineers, and Technical Support
* The position requires extensive travel
* Up to 70% of the time, sometimes on short notice

## Qualifications for field application specialist

* 3+ years of successful NGS sales experience in the Life Science market
* Knowledge of DNA/RNA extraction and purification industry related to NGS workflow
* Knowledge of automated liquid handling applications used for NGS Library Prep
* Extensive knowledge of NGS Library Prep (Preferred hands-on library prep experience)
* Knowledge of NGS library prep kits in the genomic market
* Knowledge of Clinical NGS Diagnostics market