

JOB DESCRIPTION

POSITION TITLE: Study Manager Laboratory

EFFECTIVE DATE: March 26, 2019

Lighthouse Instruments is the world leader in laser-based headspace analysis of pharmaceutical products. We provide laboratory measurement services, laboratory instruments and 100% automated inspection systems for use in all phases of the pharmaceutical product life cycle. Lighthouse Instruments Headquarters, R&D, and Manufacturing are located in Charlottesville, USA. Lighthouse Instruments BV, located at the Amsterdam Science Park, supports the sales and marketing of the Lighthouse Instruments product lines and is supplier of laboratory services to customers in Europe. The Amsterdam team consists of 12 people serving the pharmaceutical industry and supporting the EU Sales Team (four sales persons based around Europe).

POSITION PURPOSE:

The Study Manager is responsible for helping accelerate the business development in Europe through the competent management of Measurement Services projects and operations of the analytical testing and support laboratory in Amsterdam. In general, the Study manager will support Sales & Marketing process of the measurement services and equipment business units. As part of these activities, the Study Manager will manage a portfolio of projects and interface with customers to design and execute sample testing projects and scientific studies. In this process, the Study Manager will provide technical and application support to the EU Sales Team by joining customer meetings, preparing study plans and providing costs overviews. Once sold, the measurement project needs to be performed at Lighthouse and the Study Manager will be responsible for completion of the study. Therefore, management of junior staff is a big part of the day-to-day business. Finally, the Study Manager will give direction to internal studies aimed at developing new applications for the existing LIGHTHOUSE equipment platforms and provide input for new product development.

REQUIRED QUALIFICATIONS & EXPERIENCE:

- A MSc or PhD degree in a Physical Science
- Proven 'lab based' experimental and analytical skills and experience
- Strong self-reliance and self-organizational skills with the ability to give guidance to a small lab team
- The ability to work effectively in a small entrepreneurial team and with multicultural customers
- The ability to readily respond to changing circumstances and expectations
- Strong written and verbal English skills
- Good interpersonal communication skills
- Good presentation skills
- The capability to independently plan and enjoy flexible international travel
- A valid driver's license, valid passport and willingness to travel up to 20%
- Experience in the pharmaceutical industry (GMP/GLP guidelines) is a plus
- Your place of residence in or near Amsterdam

KEY RESPONSIBILITIES:

Lab work

- Management of customer Measurement Service projects (sample testing, scientific studies)
- Management of the laboratory
- Management of the junior lab staff
- The design and implementation of Method Development studies
- The execution of customer feasibility studies
- The execution of customer product sample investigations
- The generation of protocols for Measurements Services
- Analyzing and interpreting measurement results
- Writing Measurement Services reports
- The execution of scientific studies for new application development and publications

Customer support

- Performing Measurement Services at customer's site
- Consultancy and advice to measurement projects of customers

SECONDARY RESPONSIBILITIES:

Customer support

- The execution of Bench-top System installations and IQ/OQ validations at the customer's site
- Providing user training at the customer's site

Sales and Marketing support

- Maintenance of customer support content in Salesforce CRM

ORGANIZATIONAL RELATIONSHIPS:

- Reports to the Director of Lighthouse Instruments BV, with dotted line reporting to the Senior Study Managers
- Interacts with Study Managers, Junior Lab staff, Quality Manager, Technical Service staff

CONTACTS:

- Internal: Company management and colleagues
- External: Customers

SUCCESS CRITERIA:

- Professional and effective management of Measurement Services, including the laboratory and junior lab staff
- The effective management and delivery of Measurement Services projects resulting in meeting revenue targets for the lab activities (target defined annually)
- Completion of scientific studies resulting in furthering new application development and/or publication

CAREER DEVELOPMENT OPPORTUNITY:

The Measurement Service Business Unit is currently the fastest growing business unit in the company. It is anticipated that the business will continue to grow and expand. This means that the Study Manager will be involved in a wide range of activities with career development opportunities in a number of different directions: scaling up lab infrastructure, Measurement Service P&L responsibility, Application & Product Development and internal studies aimed at producing scientific publications.

YOUR APPLICATION:

If you are convinced you fit above job profile, please send your motivation letter and CV to Eva Goudswaard: egoudswaard@lighthouseinstruments.com.

Applications via the LinkedIn-apply-button will not be reviewed.