

**Job Title**

Sales Engineer

## Job Purpose and Content

- Develop specific marketing plans and activities for specific product(s) or product line(s) to establish, enhance or distinguish product placement within the competitive arena
- Develop business plans and product positioning in the marketplace
- Oversee market research, monitor competitive activity and identify customer's requirements
- Establish pricing strategies. Work with engineering, manufacturing and sales to develop new products or enhance existing product(s) or product line(s)
- Prepare Pricing quotes; negotiate to final price and submit documentation to book order
- Follow-up on accounts receivables
- Communicate and present Company products' roadmaps and capabilities to customers, as well as communicating and presenting the customer's technology needs to business units' representatives
- Maintain appropriate coverage and documentation for all assigned customers. Update and maintain summary of customers' visits. Develop customer specific action plans and complete them on a timely basis
- Identify current and future customer service requirements by establishing personal rapport with potential and actual customers
- Partner with business units' representatives to establish the sales budget for the Fiscal Year

## Qualification & Requirements

- Degree in Engineering or its equivalent
- At least 2 years of relevant experience in the semiconductor industry
- Willingness to travel and devote extended hours to handle challenging sales projects
- Strong communication and good interpersonal skills
- A meticulous, organized and resourceful team player
- A highly motivated individual who works independently with little supervision

We regret that only shortlisted candidates will be notified.

*Job Title:*

*Date Created: May 2024*

*Job Reference Number:*