

JOB DESCRIPTION

Sales Engineer – based in Kulim Office

Brief description

The position of sale engineer consists of selling business goods or services, the selling of which requires a technical background from semiconductor fabs.

Tasks

- Collaborate with sales teams to understand customer requirements, to promote the sale of company products, and to provide sales support;
- Increase our sales and strengthen the customer support as a regional role for Kulim, Malaysia Front End fabs.
- For eventual tool refurbishment projects, you may have to support our team from Austria hands on, as well to support a project from concept to sign off.
- Confer with customers and engineers to assess equipment needs and to determine system requirements;
- Diagnose problems with installed equipment;
- Plan and modify product configurations to meet customer needs;
- Prepare and deliver technical presentations that explain products or services to customers and prospective customers;
- Provide some level of technical and non-technical support and services to clients or other staff members regarding the use, operation, and maintenance of equipment;
- Secure and renew orders and arrange delivery;

Qualifications and requirements

- A diploma or equivalent;
- Ability to persuade others to change their minds or behavior;
- Ability to consider relative costs and benefits of potential actions to choose the most appropriate one.
- Knowledge of principles and methods for showing, promoting and selling products or services.
- Knowledge of the practical application of engineering science and technology.

- Beware of others' reactions and understanding the reason behind.
- Preferred with some background from the semiconductor fab level for support areas (from the fab or fab vendors) that are near our products for single wafer wet clean.
 - Lam Research single wafer wet clean (formerly known as SEZ)
 - Semitool Raider etching and plating platforms
 - DNS single wafer wet clean platforms
 - Oerlikon Clusterline platforms
 - SUSS Microtec Coater & Developer platforms

Competencies

- Cooperation — Job requires being pleasant with others on the job and displaying a good-natured, cooperative attitude.
- Initiative — Job requires a willingness to take on responsibilities and challenges.
- Independence — Job requires developing one's own ways of doing things, guiding oneself with little or no supervision, and depending on oneself to get things done.
- Persistence — Job requires persistence in the face of obstacles.
- Achievement/Effort — Job requires establishing and maintaining personally challenging achievement goals and exerting effort toward mastering tasks.

Working conditions

- Regular hours (Mon – Fri)
- Dress Code – Presentable (No sandals, shorts, singlets)
- Full time position

Interested candidate, please submit your updated resume indicating the position apply for, with your latest photo and your expected salary to hr@ptwsingapore.com