

Job Description: Sales Representative

Job Summary: Performs a variety of activities to support the company's VP of Sales and other senior members of the Sales Team in their efforts to generate and increase revenue. Maintains excellent customer relations and assists with pursuing new sales opportunities and expanding the current customer base.

Essential Duties and Responsibilities:

- Travels to existing and potential customers to evaluate their needs or promote company's product
- Identifies new business opportunities within served markets and coordinates with other team members to develop a competitive market strategy
- Compiles data on competitors and business climate within the territory and communicates information to management and others as needed.
- Maintains and updates accurate customer records
- Prepares weekly, monthly, quarterly, and annual sales and activity reports.
- Assists with improving strategies for key accounts, monitors progress regularly
- Resolves customer complaints by investigating problems, developing solutions, preparing reports, and making recommendations to management.
- Coordinates with other functional areas to ensure effective communication with the customer and timely delivery of the products.
- Performs other duties and responsibilities as assigned

Requirements:

- Bachelor's degree in Engineering, Physics or Chemistry, or other relevant field
- Must have Sales/Account Management experience in the Semiconductor industry
- Experience in Wet Benches and/or Deposition and Dry Etch is a plus
- Strong customer service skills with a focus on customer needs assessment
- Excellent interpersonal and communications skills
- Knowledge of principles, methods, and tactics for promoting products and services
- Ability to travel frequently