



Sales Engineer

Job Summary:

Responsible for generating leads and meeting sales goals. Other duties include sales presentations, negotiating terms with customers and potential customers, meeting customers regularly, generating monthly sales forecasts and other reports for the assigned territory.

Essential Duties and Responsibilities:

- Develop a deep understanding of the company's wet process bench equipment and its applications to effectively communicate with customers and potential customers.
- Maintain ongoing relationships with existing customers by providing all necessary support.
- Proactively channel sales efforts in assigned territory by identifying new opportunities and building successful lead generation.
- Establish and build customer relationships with various levels of decision makers. Ensure good account management with all stakeholders within the account.
- Collaborate with the management to develop and implement sales strategies, support corporate strategies, and promote growth.
- Achieve budgeted revenues and margins.
- Assist the Company in investigating and resolving customer product complaints.
- Prepare studies, reports and forecasts as requested.
- Perform other duties as assigned.

Requirements:

- Bachelor's degree in engineering or a related field; advanced degree is a plus.
- Proven experience in capital equipment sales, preferably in the semiconductor industry.
- Good understanding of wet bench equipment and semiconductor manufacturing processes is a plus.
- Excellent communication, presentation, and interpersonal skills.
- Ability to work independently and collaboratively in a fast-paced environment.
- Willingness to travel as needed.