

## JOB DESCRIPTION

Hiring managers should ensure job descriptions are a full and accurate record of the job responsibilities, in order to ensure incumbent/candidate clear understanding of role and to assist the job evaluation process.

Job Title	Applications Engineer, Semi	Job Function	Sales & Marketing
Manager's Job title	Applications Director, Semi	Operation Unit	EKL Applications of key account, CC Korea
Location	South Korea	Job Description Revision Date	11.12.2020

**Mission/Purpose of the Job** (one or two sentences that sum up the reason the job is needed):

Application Engineer is the primary technical resource for the regional sales force, and is responsible for

- Actively driving and managing the technology evaluation stage of the sales process
- Collaborating with the sales team as the key technical advisor and solution provider of expert knowledge of semi/display processes & products
- Collaborating with field service team as the solution provider of technical issues, related to semi/display processes and our products, which can affect our sales

Application Engineer must be able to identify all process-related problems and provide reliable solutions for all the issues to assure complete customer satisfaction through the entire sales process

**Main Responsibilities** (Give 6 to 8 main areas of work. State what is to be done –to what - the end result e.g. Develop, agree and implement detailed sales plans to increase market share in Europe):

- Maintain expert level of product and application knowledge (semi/display applications)
  - Reports of process analysis and new process technology trends, AIB etc.
- Manage technical evaluations (JDP/JEPs and field trials of products in the targeted processes) to extend and reinforce our market with existing products and to ensure successful introduction of new products
  - Well organized proposals based on expert knowledge of applications
  - Project master plans and Application strategy for the new projects, JEP/JDPs etc.
- Actively manage/resolve all the technical issues during the technology evaluation stage of the sales process
- Identify customer requirements by establishing good relationships with potential/actual clients.
- Provide support to product managers, R&D and technical engineers by quantifying the requirements and developing manufacturable requirements of design and specification based on customer insight into the semi/display process technology, critical regulation and unique BIZ environment trends
  - Accurate URF and RFQs as result of collaborating with product manager and technical engineers
- Align customer and company road maps
- Make necessary engineering calculations to support product selection/recommendation (PumpCalc, TranCalc, Pump Modeler)
- Cooperate with the global application force to build the reliable database of BKM, AIB etc.
- Maintain accurate records of target accounts, opportunities, projects, contacts (MTBF, MTBS of targeted processes, weekly report and meeting minutes etc)

정보 제공용

**Organization Chart** (show your Manager, your role, any other roles reporting into your Manager and your direct reports)

**Skills / Knowledge / Experience**

- B.S. in Physics, Materials science, Chemistry and Engineering of semiconductor (M.S. degree is preferred)
- Research/study in semi/disp manufacturing processes, products and tools
- 5+years experience in semi/disp process engineering, 10+years experience in semi/disp-related BIZ
- Fluent English skills (speaking and writing) -OPIC IM3, TOEIC LV6
- Proven Project Management skills, Good presentation skills / Proficient in MS office(Excel, PPT, Word)
- Communication skills (intercultural/ interpersonal)

Preferred :

- Good understanding in Marketing and semi/display market
- Knowledge of Vacuum science plasma, vibration(noise), statistics, fluid dynamics etc.
- Knowledge of Precursors, Material analysis methods and tools(EDX, FTIR etc)

**Scope of the job** (give details of nature and scope of role)

- Collaboration with sales force to achieve goals :  
 Improve/Maintain overwhelming market share in semi/display and OEM business
  - Samsung semi BIZ : XX% → XX% / SK Hynix semi BIZ : XX% → XX% / SDC, LGD BIZ : XX% → XX%
- Scope : Application Engineering for dedicated key accounts (SEC, SKH, DSL & OEM)
- Internal reporting: Direct report to EKL Applications Director
- Peers : Key account managers, Regional product managers, TSG engineers, Field service engineers, Global knowledge manager, Application engineers in the other accounts & regions etc.
- The position is based in Kiheung, KR (SEC, SKH, OEM) / Cheonan, KR (DSL)

Revision	Release Date	JD Change Summary
01	11.12.2020	

02	<i>Enter latest date if this is a job description has been updated from a previous version</i>	▪ <i>Briefly record changes to original Job description, which highlight why role has come for re-evaluation</i>
03		

Approved by		
<p>_____</p> <p>Line Manager</p>	<p>_____</p> <p>Human Resources</p>	<p>_____</p> <p>GM / VP / President</p>

정보 제공용