

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		
_____	_____	_____
Line Manager	Human Resources	GM / VP / President

정보 제공용