

Job Title

Sales Engineer

Job Purpose and Content

We are seeking an experienced **Sales Engineer** to join our dynamic team. The ideal candidate will drive revenue growth by developing and enhancing marketing plans and activities, as well as establishing competitive pricing strategies for our customers.

What you will be doing:

- Develop specific marketing plans and activities for specific product(s) or product line(s) to establish, enhance or distinguish product placement within the competitive arena
- Develop business plans and product positioning in the marketplace
- Oversee market research, monitor competitive activity and identify customer's requirements
- Establish pricing strategies in collaboration with engineering, manufacturing and sales to develop new products or enhance existing product(s) or product line(s)
- Prepare pricing quotes, negotiate final prices and submit documentation to confirm orders
- Manage follow up on accounts receivables
- Communicate and present company product roadmaps and capabilities to customers, as well as communicating and presenting the customer's technology needs to business units
- Maintain comprehensive coverage and documentation for all assigned customers, including detailed summaries of customer visits. Develop and execute customer-specific action plans promptly
- Identify current and future customer service requirements by establishing strong rapport with potential and existing customers
- Collaborate with business unit representatives to develop the sales budget for the fiscal year

Qualification & Requirements

- Degree in Engineering or its equivalent
- At least 2 years of relevant experience in the semiconductor industry
- Willingness to travel and devote extended hours to handle challenging sales projects
- Strong communication and good interpersonal skills
- Meticulous, organized and resourceful team player
- Highly motivated individual who works independently with little supervision

We regret that only shortlisted candidates will be notified.

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Date Created: Feb 2026

Job Reference Number: