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| Job Title | Senior/Sales Engineer |
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| Job Purpose and Content |
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| <p>We are seeking for aspiring Senior/Sales Engineer to join our talented team. Our ideal candidate will support the division in the full spectrum of sales activities in region.</p> <ul style="list-style-type: none"> • Responsible for Cellcia and Prober Customers in the SE Asia Region (Mainly Singapore and Malaysia) • Customers - (NAND, HBM), SDSM (NAND) • Accomplish Backend Sales and Booking Budgets set by BU • Manage the Sales and Booking forecast accurately and to align with BU • Progressively increase Backend Business (Cellcia, Prober) MS through New Devices Penetration or Development and Legacy Replacement <ul style="list-style-type: none"> ○ Create Strategy to counter New Devices customers in their next business expansion ○ Create New Business Strategy to attract customers on 'Legacy Tool Replacement' promotion ○ Conduct Monthly review meeting between BU and Region to align GT35 goal and realize business plan • Increase New or Sustainable Business for Backend Customers by potentially raising ASP and MPR with according to GT35 goal <ul style="list-style-type: none"> ○ Create and drive upgraded strategy and tactics to increase ASP or Profit (MPR) in the next business expansion ○ Conduct Monthly review meeting between BU and Region to align GT35 goal and realize business plan • Analyze and map out Customers' Tester platforms against Devices Type and End Application <ul style="list-style-type: none"> ○ Provide an update on major customers' Tester platforms against Devices Type and End Application upon investigated ○ Understand customers' business direction and industry market trend via testers' install map and investment plan ○ Explore what types of future Devices customers will be focusing on for the next 3 years ○ Generate monthly progression reports and review with BU • Strengthening Operational Readiness <ul style="list-style-type: none"> ○ Provide timely update with respects to BEOL information in terms of market situation, customers' FCST, VOC and issues via CALL reports to BU/Region |

Job Title:

Date Created: 4 Jul 2025

Job Reference Number:

Qualification & Requirements

- Degree in Electrical/Electronic/Mechanical/Mechatronics Engineering or its equivalent
- 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.