

Technical Sales Engineer / Manager - Job Description

Company Background

Alter Technology UK provides contract package design and assembly services for a wide range of semiconductor devices. Alter Technology UK is a subsidiary of Alter Technology TUV NORD and is part of world leading technical services provider TUV NORD's Aerospace Business Unit.

Job brief

The ideal candidate will have a technical background with either direct experience or a comprehensive working knowledge of semiconductor packaging processes (i.e. chip & wire assembly), typical product types might include microelectronics (ASIC, MMIC or MEMS) or optoelectronics (diode lasers, VCSELs, photodetectors).

Candidates with more general microelectronics or photonics backgrounds maybe considered, comprehensive training on Alter UK's processes and capabilities would be provided so the ability to learn a wide range of technical information is mandatory.

Experience of selling semiconductor assembly services is also desirable.

Responsibilities include technical review of customer enquiries, solution definition in alignment with Alter's capabilities, preparing costings and quotations and following through to revenue. Duties will include hitting annual targets, building relationships and understanding customer trends.

Duties

- Technical and commercial interface between customer and factory.
- Review RFQs, align with Alter UK technical capability and business objectives.
- Prepare costings, prepare and deliver quotations, landing and overseeing customer orders until conversion to revenue.
- Effectively communicate Alter's value proposition through proposals and presentations.

Requirements

- Proven experience or proficient working knowledge of microelectronics or optoelectronics assembly / packaging processes.
- Previous sales or customer service experience preferred but not mandatory.
- Excellent listening, negotiation and presentation skills.
- Excellent verbal and written communications skills.
- Numeracy and proficiency with Microsoft Excel.
- Willingness and availability for occasional travel to customers throughout UK and Europe.

Benefits

Competitive salary.

Contributory pension scheme.

Death in service and private medical insurance

Location

Based in our Livingston, UK office with the ability for occasional travel in the UK and Europe.

Applications to: matt.booker@uk.altertechnology.com