



【805～1210万円】 Process Technologists for Advanced Deposition Materia...

日本インテグリス合同会社での募集です。化学（研究・開発・分析）のご経験のある...

募集職種

人材紹介会社

株式会社ジェイ エイ シー リクルートメント

採用企業名

日本インテグリス合同会社

求人ID

1495676

業種

化学・素材

会社の種類

外資系企業

雇用形態

正社員

勤務地

東京都 23区

給与

800万円～1200万円

勤務時間

09:00～17:15

休日・休暇

【有給休暇】有給休暇は入社時から付与されます（初年度最大15日）※初年度有給付与日数は入社月に応じて変動します。【休日】完...

更新日

2024年09月26日 15:06

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ネイティブ

最終学歴

大学卒：学士号

現在のビザ

日本での就労許可が必要です

募集要項

【求人No NJB2231138】

Entegris is seeking a Process Technologist for Advanced Deposition Materials to play a pivotal role in solving our customers' most challenging problems and identifying new opportunities. This position will be at the forefront of technical sales for all new products providing leadership during launches and commercialization efforts and offering technical support for Entegris' Advanced Deposition Materials process solutions.

Responsibilities and Duties:

- Technical Sales Expertise:
 - Act as the technical sales expert for Advanced Deposition Materials in Asia supporting business operations.
 - Lead customer evaluations ensuring precise execution and alignment with customer buying motives presented professionally.
- Revenue and Market Growth:
 - Develop strategies to drive revenue and market share growth for Entegris' Advanced Deposition Materials process solutions in Asia.
- Technical Support and Collaboration:
 - Provide the necessary technical and application support during customer qualifications.
 - Assist account managers in product presentations and technical discussions.
 - Collaborate with account managers to identify develop and prioritize opportunities using Entegris' value selling process.
 - Interface between FSE teams (field teams) BU and NPD/NPI Engineering teams to translate customer needs in engineering terms.
- Customer Relationship Management:
 - Maintain a database of customer installed Deposition tools and Entegris products.
 - Conduct regular customer reviews to understand ongoing needs and develop account management plans with account managers.
 - Establish strong customer relationships to become the go to technical resource for Deposition in the region.
- Education and Training:
 - Educate customers and colleagues on relevant process solutions knowledge.
- Product Positioning and Life Cycle Management:
 - Take responsibility for product positioning and life cycle management to maintain market share.
- Team Collaboration and Business Meetings:
 - Participate in business review meetings with the Advanced Deposition Materials leadership team.
 - Represent the region/platform in local and global opportunity reviews.
 - Drive and advise on technical roadmap discussions with customers.
 - Collaborate with functional teams such as account managers supply chain and quality to support customer requirements and operations.
- Travel and Revenue Goals:
 - Travel within Asia and to other global locations as necessary to support account managers (up to 50% travel) .
 - Own and be accountable for the region's Deposition Materials revenue goals.

 スキル・資格

- Education and Experience:
 - Bachelor's degree in Engineering Engineering Technology or an equivalent technical field is required.
 - Master's degree in science in a related field (i.e. Physics materials science Chemistry analytical chemistry) with proven experience in semiconductors processing or fab environment (a plus) .
- Technical Skills:
 - A minimum of 4 years of experience as an Advanced Deposition Materials equipment/process engineer in a wafer fab environment or a semiconductor equipment company is preferred.
 - Analytical approach to problem solving; team player and works well under stress.
 - Highly experienced with high purity delivery equipment (gas liquid and vaporized solids) .
 - Analysis experience in techniques such as TGA DSC FT IR ICP MS Raman NMR is a plus.
- Additional Skills:
 - Self directed work ethic with minimal supervision required.
 - Sales or management experience is a plus.
 - Demonstrated ability to develop and present technical presentations.
 - Strong verbal and written communication skills for both internal and external audiences.
 - English speaking and presentation skill (TOEIC 600 preferred)

 会社説明

■半導体、液晶ディスプレイ、ハードディスクやDVDなどのメモリーメディアに代表されるデータストレージデバイスの高精密・高性能化、製造工程の生産性の向上に貢献する製品とサービスを提供■主に半導体業界のマテリアル品質保持管理におけるリーディングカンパニー■各種フィルター、ディスペンスシステム、洗浄ツール、出荷・搬送・トレー製品