



Function description

Function name	Technical Account Manager
Position in the organization	Member of the Sales Team. Reports to the Sales Executive.
Goals of the function	Interacts with potential customers (leads) and generates new potential customers with the aim of selling thin film deposition equipment.

Description of work

Solmates is a high-end OEM equipment supplier for the MEMS / LED / CMOS Semiconductor market. To increase the installed base of the thin film deposition equipment, the technical account manager interacts with potential customers, gauging their needs and requirements, and advises on technical solutions that Pulsed Laser Deposition can offer.

Main tasks & responsibilities for Technical Account Manager (TAM):

- Engages with potential customers on a technical level, identifies their key issues and challenges, both on a technical level as well as on a commercial level;
- Guides and advises potential customers for demo work; reviews demo evaluation reporting generated by process engineers and/or generates such reporting;
- Guides potential customers towards an equipment purchase, based on their needs and requirements; interfaces with operations team for customizations; tracks progress of budget application process of potential customers and assists in supplying supplementary information where needed
- Identifies new potential customers / markets / application fields and evaluates whether it fits in current sales strategy; proposes adjustment of sales strategy based on market fit and opportunities as they develop;
- Represent Solmates in government funded projects.
- Expert on thin film deposition technology, identifying key differentiators of Solmates' products in the market, affinity with both technical and business environments

Other interests

As Solmates is a young dynamic company, multi-tasking and clear planning is vital. All personnel should understand what their core role is and where to support others.

Within Solmates there are no predefined guidelines, self-managing and self-motivation are two key required competencies.

Required educational level	Bachelor or Master's degree in the field of Electrical, Physical or Chemical engineering
Required experience	Preferred are candidates which have experience with thin film deposition technologies, as well as common characterization techniques. Experience in Semiconductor is a must