

SVTC Business Development Manager

Location: San Jose, CA

Contact: Prakash Krishnan (408-240-7013, Prakash.Krishnan@svtc.com)

Job Responsibilities

Commercial Marketing:

- Manage customer progress through the Sales funnel life cycle from new lead to becoming a new customer. Task involves working in partnership with SVTC Sales Manager to enable closure of new customer deals
- Initiate business proposals & development services contracts for new customer projects. Craft customer specific business proposal and strategies and get SVTC management buy-off.
- Coordinate and manage technical scope of work review of customer project by working in conjunction with the SVTC engineering team(s). Communicate scope of work outcome to the Sales team and the customer
- Support start-up of new customer projects and work with Customer Program Management team to close any new business opportunities for existing customers.

Strategic Marketing:

- Develop new strategic markets for SVTC to focus on.
- Understand the infrastructure & technology needs for the market and identify SVTC requirements to serve that market. This task involves working in conjunction with SVTC Technology development team
- Identify & research potential prospects for business in the market. Work with SVTC Sales to reach out to potential prospects.
- Prepare appropriate Marketing documents to articulate SVTC value proposition and train Sales.
- Understand and Manage competitive landscape.

Skills

- Candidate must be customer oriented and must have a high level of initiative and independency. Candidate must have excellent communication skills, relationship building and networking capabilities.
- Candidate must have experience working in a matrix organization and should be able to get tasks accomplished by managing and coordinating cross-functional teams.
- 7-10 years experience in semiconductor related (IC, MEMS, Foundry, Equipment) field with emphasis on process technology development. The experience below is a plus:
 - Person must have previous hand's on experience in developing process technologies
 - Person must have managed process/technology development groups and programs
 - Person must have previous experience in transferring technologies from development to high volume manufacturing
 - Person must have qualified and purchased equipment
 - Person wants expand skills beyond technical to learn business and marketing.
- Experience working with Sales Account Managers to close new business and penetrate new accounts is a plus.
- Ability and willingness to travel domestically and internationally
- BS or MS in Engineering related discipline