

## **Technical Business Development Engineer (m/f/d)**

### **MACDERMID ALPHA ELECTRONIC SOLUTIONS**

Through the innovation of specialty chemicals and materials under our Alpha, Compugraphics, Electrolube, Kester, and MacDermid Enthone brands, MacDermid Alpha Electronics Solutions provides solutions that power electronics interconnection. We serve all global regions and every step of device manufacturing within each segment of the electronics supply chain. The experts in our Semiconductor Solutions, Circuitry Solutions, and Assembly Solutions divisions collaborate in design, implementation, and technical service to ensure success for our partner clients. Our solutions enable our customers' manufacture of extraordinary electronic devices at high productivity and reduced cycle time. MacDermid Alpha is a business unit of Element Solutions Inc (NYSE: ESI).

### **SEMICONDUCTOR SOLUTIONS**

As a global supplier to the semiconductor industry, we provide advanced copper interconnects, die attachment, wafer bump processes and photomask technologies to our customers for integrated circuit fabrication and semiconductor packaging.

#### **Job Responsibilities**

A customer facing role, the primary responsibilities are as follows:

- To support the Strategic Account and Account Managers achieve year-over-year revenue and margin growth targets as well as assigned account development goals and objectives.
- To provide technical and applications credibility during customer interactions that help support the ESI roadmap to revenue process and/or strategic account plans.
- To be the technical bridge between the LOB's/BU's and the sales team to feedback customer insight to the LOB and BU teams from a technology perspective
- To create, lead and execute on robust product trial plans with customers defining testing criteria and establishing how success will be measured.
- To be the 1st line of defense in customer crisis management situations directly related to "line down" and/or technical customer complaints.

#### **Requirements & Qualifications**

- Bachelor's degree in engineering, or relevant industry experience.
- Strong analytical and statistical skills for problem solving.
- Be willing to travel 50 – 75 percent of the time.
- Proven project management and scheduling skills
- Solve problems and troubleshoot technical matters while exhibiting judgment and a realistic understanding of issues.
- Proficient English language capability – written and verbal.

**Please forward your CV by email to, Edward Duncliffe, Talent Acquisition Lead Europe;**  
**edward.duncliffe@elementsolutionsinc.com**

