

Technical Business Development Engineer/Manager

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 and Regional 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 and the LOB strategic objectives.
- To develop business opportunities for the LOB within designated customer accounts.
- 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.

Requirements & Qualifications

- Bachelor required. Graduate degree and specific credentials in an engineering curriculum
- A proven-track record in industry related experience is desired.
- Proficient English language capability – written and verbal.
- Strong communication skills (written & verbal).
- Strong analytical and statistical skills for problem solving.
- Strong presentation skills.

Please forward your CV by email to, Irene Fontela, Talent Acquisition Specialist Europe;

irene.fontela@elementsolutionsinc.com