



Vacancy: Sales Engineer

Company: Sempro (The Netherlands/Nijmegen)

Industry: Semiconductor/Machine building

Sempro

Sempro Technologies BV is fast growing OEM equipment supplier, develops, supplies and services for trim&form equipment for semiconductors. Sempro equipment and solutions play an important role in the roadmap towards cost leadership at our customer assembly sites around the world. Within the Power product segment Sempro is in the top three of world leaders. The Sempro Product Support, Service and Engineering teams are in Netherlands, Malaysia and China. The current organization consist of about 40FTE and planning to continuously grow to stay ahead in the market.

Why work as a Sales Engineer at Sempro

- Work for a great company with competitive solutions in de semicon industry
- An opportunity to be responsible for the growth of Sempro
- You can make the difference for Sempro
- You can grow with the company

The Job

The *Sales Engineer* is primarily responsible for identifying and acquiring new customers for Sempro.

You are a discussion partner for our customers and prospects and you can join in on various levels of communication and contribute ideas to the right solutions for the challenges of these companies in the semiconductor industry.

You have a strong commercial drive with technical affinity, a great talent to create the right solutions for international customers and find the balance in a win-win situation and be able to close the deals.

You will be part of the Sales & Marketing team that consists of colleagues working from locations in Asia and the Netherlands.

Current sales locations are Asia (Malaysia, China), Russia-Europe, and USA, with Asia being the fastest growing market.

Your key responsibilities:

- Converting Sempro concepts into suitable propositions for the semiconductor market
- Develop and execute strategy to approach the semicon industry with these proposition(s)
- Monitor Sales Process and make the right considerations within this Process
- Initiate, negotiate and close "deals"
- Building and maintaining relationships at all levels of the customer organization, and in all disciplines (technical, commercial, quality, etc)



- Closely cooperate with the System Architects/Developers of Sempro for the optimum service of customers and prospects
- Determining, in consultation, future vision with regard to service (product) / market combinations of Sempro.
- Report to the MD

Your qualifications

- Minimum HBO/Bachelor in technical education
- Successful experience in sales in the high-tech industry preferably in the International capital equipment market.
- Teamplayer
- Open, International mindset

Conditions

Salary and Bonus is in line with market conditions