

Job Title: Sales & Marketing Engineer (Full-time, Hybrid)

Reporting to: Director of Sales & Marketing

Reporting to: Belfast, Northern Ireland

Basic Job Function: Working within the Sales & Marketing team as an interface to customers on all order management matters from initial enquiry, quotation, receipt of purchase order, scheduling, product delivery and generating further business. Follow up on new and existing sales opportunities. Marketing activity which includes promotion of IceMOS products and generation of applicable marketing material in various formats.

Job Responsibilities & Duties:

- Sales and customer service activity to include logging, responding and tracking customer inquiries regarding request for quotation (RFQ), order acknowledgments (OA) specifications, purchase orders and invoices by customer.
- Working with the Operations and Engineering team to develop customer specifications and quotation and to evaluate new engineering opportunities with customers.
- Create and maintain an up-to-date customer / potential customer database in a CRM format by developing an effective CRM strategy and use the IT tools available for sales and after sales communications.
- Responsible for communications to customer on OAs, schedules and deviations from original commitment on delivery and quantity.
- New lead development.
- Conduct Market research as part of market analysis for new business opportunities, resulting in the presentation of findings in written formats or verbally to senior decision-makers within IceMOS.
- Maintain relationships with current customers using customer service and interpersonal skills to identify, meet and manage the customer's needs.
- Contact leads and set up meetings using market research techniques.



IceMOS Technology, Ltd

- Attend sales meetings using key skills to present, negotiate and convey value on behalf of IceMOS Technology for the purpose of converting leads into customers.
- Competitive Analysis – Collect information and identify how IceMOS products compare and make recommendations for improvements.
- Accurate maintenance of all records / communications (paper and computer based) required for the smooth operation of the Sales & Marketing department.
- Organise representation at Trade Shows / Conferences and marketing activities.

Essential Criteria

- Minimum 2:1 Degree: Engineering or Science
- Intelligent, self-motivated, and interested in learning the technical details of the IceMOS technology product base.
- Attention to detail, excellent communication skills both written and oral, negotiation, and networking.
- ability to work as part of a team and on own initiative.
- Excellent time management and organizational skills.
- Knowledge of Microsoft Office.
- Strong work ethic.

Desirable criteria (not essential)

- Prior experience in Sales and/or Marketing activities.
- Understanding of business practices.
- Understanding of the electronic devices and Semiconductor process.
- Fluency in a second language.
- General understanding of ISO Quality Standards.
- Prior experience in Website management and maintenance.



Icemos Technology, Ltd

Hours of Work and Package

Full-time job (5 days), 40 hours a week.

Salary £26 – £32K depending on experience.

20 days holidays

8 stat days

Private medical and dental

Pension Scheme

To apply send CV to juliedouglas@icemostech.com

