



West Coast Quartz, a world leader in the manufacturing of quartz and silicon consumable parts for the semiconductor industry, is seeking an experienced sales person with a solid background semiconductor process and/or semiconductor equipment engineering.

THE IDEAL CANDIDATE will have a broad knowledge of semiconductor processing, quartz and silicon spare parts, and a willingness to travel. Strong sales, organizational, analytical, and interpersonal skills are needed. Compensation will be based on experience and will be strongly related to performance over a reasonable period.

Required Skills

Job Duties and Competencies

1. Manage customer accounts and maintain relationships with procurement and engineering personnel.
2. Seek out and obtain new customers for West Coast Quartz products.
3. Identify new business opportunities; develop and implement sales strategies for new business acquisition.
4. Work with company applications engineering group to conduct failure analyses when necessary; recommend and implement solutions.
5. Strong computer skills are required with emphasis on spreadsheets, databases, word processing and presentations.
6. Working knowledge of mechanical drawings a plus.
7. Domestic travel required.

Personal Skills and Competencies

1. Strong technical and problem-solving skills.
2. Proven ability to obtain results.
3. Committed to continuous improvement.
4. Strong interpersonal skills.
5. Ability to work independently and effectively in a team environment.
6. Excellent listening skills.
7. Ability to work efficiently in a fast paced environment.

Education

BA/BS in engineering or equivalent combination of education, training and experience. Semiconductor tool / consumables sales experience preferred.

Strong knowledge of silicon, quartz and ceramic parts and sales applications and channels preferred.

Please respond to jobs@wcq.com in Word format ONLY.
West Coast Quartz is an equal opportunity employer