



TECHNOLOGY.
INNOVATION.
MADE WITH PASSION.

WELCOME TO SUPERIOR TECHNOLOGY
FOR SINTERING, SOLDERING, DIFFUSION AND CVD

Technical Account Manager (m/f/d)

ATV Technologie GmbH is an internationally active, established, medium-sized technology company in the field of microelectronics. Successfully and independently, we develop, produce and distribute an innovative product range with which we support our customers in realizing their visions. Highest customer satisfaction, reliability and quality are the foundations of our ongoing success.

We are looking for an Technical Account Manager (m/f/d) to strengthen our sales department at the earliest possible starting date.

The Technical Account Manager is responsible for maintaining relationships with currently existing and new customers, addressing their technical needs as well as finding opportunities to expand our customer database. Needs to have or develop a strong relationship with customers. The technical account manager must be able to understand the needs and goals of potential future clients and use that to introduce company's products and services.

Technical Account Manager responsibilities:

- Assist customer's technical requests and take care of any technical issues
- Build strong customer relationships, especially with key customers and provide exceptional customer experience
- Manage customer expectation and lead them to customer satisfaction
- Keep track of key account metrics
- Communicate the progress to both internal and external stakeholders
- Take initiatives in identifying growth opportunities
- Technical know-how of Semiconductor quartz tube furnaces and understanding of the system feasibilities, knowledge about reflow soldering ovens is an advantage
- Support the sales team on technical questions and advise system configuration to be offered in quotation. This to be done through customer contact and exploring the RFQ technically with the customer
- Be the technical communication partner between the technical/process and construction department, the customer as well as the sales department
- Willingness to travel world wide
- Visit conferences and technical shows (like IMAPS) to keep up with the new technical and market developments

Technical Account Manager requirements and qualifications

- A proven track record of Technical Account Management or other relevant experience in the Semiconductor market.
- Experience in managing multiple customers and projects
- A listener who is customer-oriented and attentive to their needs
- Critical thinker and problem-solving skills
- Team player
- Good time-management skills
- Great interpersonal and communication skills
- Min.: Dipl. in chemistry/physics and/or over 5 years of technical experience in semiconductor diffusion market
- Experience and strong knowledge in Microsoft Office
- German and English. A 3rd language EU might be an advantage

Your Chance:

- a varied and responsible job in an internationally operating company
- Working in a company with a flat hierarchy and short decision-making paths
- a perspective in a growing company
- an open working atmosphere and a great team

Interested?

Send your application with CV and certificates by email to: jobs@atv-tech.de

Reference: Technical Account Manager

We look forward to receiving your application.

ATV Technologie GmbH

Joh.-Seb.-Bach-Str. 38

D-85591 Vaterstetten

Tel.: +49 (0) 8106 - 30 50 13

www.atv-tech.com