

**JOB DESCRIPTION  
AUGUST 2007**

**COMPANY: Scott Specialty Gases (www.scottgas.com)**

**POSITION / TITLE: Applications Sales Engineer – Electronic Materials Group  
(EMG)**

**LOCATION: Too be determined**

**RESULTS TO BE ACHIEVED**

Assist and contribute to the monthly, quarterly and annual sales and profit budget objectives.

Identify the first two (2) new product “Solution” application opportunities within 120 days of joining Scott.

Provide a minimum of one (1) new OEM strategic contribution each quarter.

Identify and develop, with your Sales Manager, a strategic approach to target domestic Fab opportunities and the product specific opportunities within the first 90 days.

Increase Scott US EMG FY08 business revenues by 15%. Call on existing customers and assist them in providing process solution opportunities. Identify customer technical opportunities and sell them Scott key valued added products.

Provide and support the EMG sales team’s technical requirements and solution support throughout the US and Asia Pacific region. Directly engage your personal capabilities and skills into developing key business opportunities with targeted customers as needed.

Travel as required to support Scott’s customers with technical applications and product specific solutions.

Develop good working relationships with the OEM and Fab process engineers which keep Scott aware and engaged in the latest new gas applicable advanced technologies.

**KEY RESPONSIBILITIES**

1. Develop strong technical and application relationships with applicable Scott customers.  
Provide specialty gas solutions and assist process-product engineers in solving specialty gas-related solutions. Create a customer recognition, benefit and image of “Scott’s Solution Advantage” by providing technical solutions and developing new products.
2. Build and create an Applications Engineering team as each OEM account size requires. This will involve both an internal and external service system and structure to maximize Customer Support.
3. The Application Sales Engineer is accountable for identifying, attracting and developing new business by providing technical specialty gas solutions.

**KEY RESPONSIBILITIES (continued)**

4. Leverage Scott's product, marketing, research and development, cylinder management and Internet technology to differentiate Scott from the competition and to bring dollarized value to the customer that justify the price premium Scott requires.
  
5. Organize, document and utilize the detailed customer information that is needed to execute effective customer action plans which dollarize the value that Scott brings to the customer. Use the action plan as a mechanism to differentiate Scott from the competition and win new, profitable business under contract at a price premium to the competition.

**POSITION SPECIFIC COMPETENCIES**

1. 2 to 3 years experience in the semiconductor industry with at least one-year of direct gas-tool set experience in supplier product support. Process material sales experience is a plus.
2. Experience in selling and managing the sales process of value-added gas or chemical products to semiconductor accounts using structured, value-added pricing in a competitive environment where competitors are competing against your value-added sales on price.
3. Strong analytical skills and a proven track record in technical/sales development in the semiconductor industry.
4. Demonstrated ability in working directly with process-product engineers. Direct experience in providing Customer Solutions on behalf of the supplier. Responsible and effective in delivering on commitments made to customers and to the company.
5. Demonstrated hands-on ability to provide technical solutions, understand product applications and knowledge.
6. Ability to work as part of a team to win new business.
7. A network of contacts at accounts in the global semiconductor industry. Have an established network in the semiconductor materials or fine chemical industry and leverage existing contacts to achieve competitive and market information.
8. Has familiarity with semiconductor processes, materials and applications.
9. Is computer and Internet literate, uses computerized sales tools to track business progress.

**Qualified Candidates**

Email your resume and cover letter to:

[ciiconsult@comcast.net](mailto:ciiconsult@comcast.net)

attn: Howard A. Lowenstein

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If you have any questions or transmission problems call 1-434-296-6633