



**BE GREAT TOGETHER WITH US. Innovation, Efficiency and Ambition:** this is what VAT has stood for over 50 years. With this passion, VAT has grown to become the leading international developer, manufacturer and supplier of high-performance high-end vacuum valves and vacuum sealing technology, employing over 2000 people worldwide. The headquarters are located in Haag (Switzerland), the production centers in Switzerland, Malaysia, Romania and Taiwan.

Our team in Haag, Switzerland is looking for you:

## Product Manager BU SEMI Isolation Valves (100%)

### YOUR CHALLENGES

- Owning interface with defined SEMI OEM customers in regards to all technical aspects
- Owning dedicated product series and manages the product life cycle during all phases (product development, phase-in, CIP's, Customization, phase-out, pricing, training, marketing documentation)
- Identification of OEM technical roadmaps and drive actual and future product requirements in order to protect and increase the share of wallet for VAT group worldwide
- Monitoring profitability of the OEM accounts and derive measures in order to sustain and increase the profitability.
- Conducting and managing CIP and value engineering projects of customer products including efforts to achieve the required annual cost down targets
- Supporting the sales entities of VAT group in customer acquisition and negotiations
- Training sales engineers and customers
- Establishing technical customer documentation like manuals, product data sheets according to European machinery directive
- Coordinating customer specific requirements across the VAT group business units and legal entities for implementation into engineering and operational processes

### YOUR COMPETENCIES

- Bachelor degree in mechanical engineering, master degree is advantageous, but with a good know how of mechanical and electrical systems.
- Additional degree in economics and / or marketing or successful record of accomplishment in a commercial position.
- Experience in product management within the vacuum industry.
- Profound experience of the sales process (mechanisms) of high tech components in a highly consolidated market environment on a global scale.
- Strong entrepreneurship and strategic thinking.
- Knowledge of Semiconductor market and the relevant processes.
- Solid experience in managing international customers and projects
- Monitor market developments and requirements which influence the future valve business
- Fluent English, ability to negotiate in speaking and writing

### YOUR CONTACT

Marco Apolloni | Head of Product Management BU SEMI | +4181 553 71 65

**Interested?** Then we look forward receiving your written application at: [m.apolloni@vat.ch](mailto:m.apolloni@vat.ch)

You can expect a dynamic and successful company where innovation, courage, fairness, openness and transparency are encouraged and your ideas are welcome.

[www.vatvalve.com](http://www.vatvalve.com)