



Job Profile

POSITION: LBU – BD/FAE

Everlight Americas Inc. is the North American Sales arm of Everlight Electronics – a leading global Optoelectronics manufacturer of low and high Power VISIBLE LED's, SMD and Thru-Hole Lamps, Digital Displays, INFRARED Emitters, Optical Sensors, Fiber Optic and Optocoupler components. We provide solutions for various applications in the lighting, consumer, computing, automotive, telecommunication and industrial market segments. Everlight's rapid growth to become a top ten Optoelectronics supplier is the combined result of its well-engineered products, highly efficient manufacturing facilities and extensive global supply chain.

The position available is an immensely sophisticated to senior level position within our organization. The ideal candidate will possess a significant amount of industry experience and knowledge in order to develop and grow our business within our lighting market.

POSITION ACCOUNTABILITIES

1. Support customers through whole lifecycle of the product from first consulting on opportunity through to design-in to prototype to production.
2. Understand customers' requirements for LBU controls and explain how the products and features will integrate with current and future infrastructure.
3. Evaluate and identify new applications for LBU products; Analyze, model, and develop system solutions for LBU applications.
4. Support customers implementing complex hardware/software features that will require a level of hands-on development/support, including features in development phase.
5. Consult customers on technical matters related to LBU product; Bridge between internal engineering team and customer where necessary.
6. Collaborate with marketing and ELA sales to develop new product concepts and execute product and application solution promotion plans.
7. Participate in full product development process-from concept, product specifications, design, supplier specifications, product validation, LBU product training and trouble shooting.
8. Work as a cross-functional coordinator among manufacturing, product development, engineering team, sales, distribution channel and marketing to ensure effective problem resolution assistance to customers.
9. Create accurate rolling forecast by LBU Product type; Update, modify and maintain service and training manuals, record of sample request, field service data, NBOs and SOPs.
10. Maintain accurate records within Salesforce, as well as key documentation including sales call reports, marketing info, etc.
11. Other duties as assigned

COMPETENCIES

1. Planning Skills
 - a. Understands work flow process and time commitment
 - b. Anticipates and adjusts schedules for problems
 - c. Must be able to manage time, timelines, and priorities

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- d. Can scope out length and difficulty of tasks
 - e. Understands work flow process and time commitment
 - f. Can set objectives and goals for the work load
 - g. Develops schedules to match workload
2. Communication
- a. Excellent oral and written communication skills to communicate status, tasks, and reporting
 - b. Provides the full information to allow people to do their job efficiently
 - c. Provides information for accurate and timely decisions
 - d. Communicates clearly to colleagues
 - e. Ability to listen and take action
 - f. Communicates and collaborate across departments
3. Knowledge of Company Strategy
4. Integrity/Trust
- a. Admits mistakes
 - b. Insists on honesty and trust with team
 - c. Keeps confidences
 - d. Exhibit judgment
 - e. Does not misrepresent him/herself
 - f. Upholds the Everlight integrity with customers
5. Problem solving
6. Embraces change and looks at better ways
7. Work independently
8. Uses time efficiently and ability to prioritize
9. Relationship builder with strong service attitude
10. Anticipate needs of Company and department
11. Maintain excellent relationships internally and externally

EXPERIENCE OR SPECIALIZED KNOWLEDGE

1. Bachelor's degree in related field or substantially the same knowledge and work experience as a degreed employee.
2. Experience in the LED or electronics industry-Must
3. 3-5 years product management experience
4. 2-5 years of spreadsheet based numerical analysis
5. Ability to read, understand, and communicate technical documentation
6. Possess critical thinking skills
7. Excellent verbal and written skills
8. Detail oriented
9. Ability to multi-task
10. Excellent negotiation skills
11. System proficiency, especially in Excel, and have the ability to learn in-depth internal software programs
12. Must have authorization to work in the United States as defined by the Immigration Reform and Control Act of 1986

This job description should not be considered all-inclusive. It is merely a guide of expected duties. The employee understands that the job description is neither complete, nor permanent and may be modified at any time. At the request of their supervisor, an employee may be asked to perform additional duties or take on additional responsibilities without notice.