Samsung Electronics
Full-Time Opportunity for International Students

☐ CE/IM

Job	Major	Visual Display Business	Digital Appliances Business	Mobile Communications Business	Networks Business	Samsung Research	Global Technology Center
		Suwon	Suwon	Suwon	Suwon	Seoul	Suwon
Software R&D	Computer Science/Eng., Electrical /Electronic Eng., Industrial Eng., Mechanical Eng., Math, Statistics, Physics or other related majors	O	O	O	O	O	O
Circuit R&D	Electrical /Electronic Eng., Physics, Math or other related majors	O	O	O	O		
Mechanical R&D	Mechanical Eng., Physics, Math or other related majors			O			
Marketing	Any major	O					
Global Sales		O			O		

Software R&D

Visual Display Business · Suwon

Roles

Summary Developing software to make it convenient and safe for users to use TV, display products and services based on attaining specialized knowledge about computer programming and software.
※TV, Monitor, Display(Signage, Hotel TV, etc.), etc.

■ **System SW**

- Development and optimization of Kernel Porting, Boot Loader, Device Driver, Tool Chain, Firmware, Transmission Protocol, Memory Management, Performance Profiling, etc.

■ **Middleware SW**

- Base framework development for processing broadcast signal and using various differentiated services (M2M framework and UI based on IoT, multimedia, broadcast, web, network, framework related to service)

■ **Application SW**

- Tizen, Tizen.NET, Linux, Android, iOS, Web based application development
- SDK(Software Development Kit) development for Tizen App programming

■ **Artificial Intelligence SW**

- Machine/Deep Learning, Voice/Natural Language Processing, Image Recognition, Object Recognition, etc.
- Various Big-data analysis and insight deduction such as watching information, log record, sales information, etc.

■ **Server SW**

- Cloud infra for service development/establishment, server architecture design, DB establishment, Front-end/Back-end Server, etc.

■ **Security SW**

- Encryption of important information of Smart TV, Display System, Reverse Engineering, code check and weakness analysis.

Requirements

■ Computer Science/Eng., Electrical/Electronic Eng., Industrial Eng., Mechanical Eng., Mathematics, Statistics, Physics, or other related majors

■ Understanding programming languages (C/C++/Java, etc.), and algorithm problem solving skill

ex) Programming Languages(C, C++, C#, HTML, JavaScript, Java, etc.), Algorithm, Data Structure, Linux, Data Base, Artificial Intelligence, Image Processing, etc.

■ Ability to understand requirements, and design/implement software accordingly

ex) Graduation projects and team project experiences, etc.

Pluses

■ Internal/external experiences related to the job roles

ex) Nation-wide competition award winner, Open Source projects, etc.

■ Ability to perform projects utilizing software/hardware platforms

ex) Telecomm./Network system, Embedded system, Cloud system, AI System, SOC Planning, etc.

■ Author of SCI-level dissertation or patents related to the role

■ Fluent foreign language ability to communicate with overseas subsidiaries

Software R&D

Digital Appliances Business · Suwon

Roles

Summary Creating innovative value of products and solutions by leading the groundbreaking technologies through creative and analytic thinking based on technical knowledge on SW technology and introducing it to our products.

※ Refrigerator, Washing Machine, Air Conditioner, Vacuum Cleaner, Air Purifier, Dish Washer, Built-in, Smart Home

- **Application SW**
  - Development of Tizen application for Family Hub
  - Development of real-time operating system for Android, Tizen, Window, Linux, iOS

- **Artificial Intelligence SW**
  - Control automation(Control Free) of digital appliances by user pattern recognition
  - Machine/Deep Learning, Voice/Natural language processing, Computer Vision, Robotics/Autonomous Driving, Big Data Analysis, etc.

- **System SW**
  - Development and optimization of Device Driver, Kernel, Power Control, Boot Loader, Transmission Protocol, Memory Management, Firmware, etc.
  - Development of Control Algorithm, Telecommunication, Firmware and Device Drive

- **Middleware SW**
  - User Interface, Network, Web, Connectivity, Service Framework

- **Security SW**
  - Encryption for security of Smart Home, IoT connected products, System Security, Security Assessment

- **Server SW**
  - Front-end/Back-end Server, Cloud-based Data Base, etc.

- **SW Engineering**
  Programming Process and Infra, SW Analysis and Quality Management, Standardization, SQE, etc.

Requirements

- Computer Science/Eng., Electrical/Electronic Eng., Industrial Eng., Mechanical Eng., Mathematics, Statistics, Physics, or other related majors

- Understanding programming languages (C/C++/Java, etc.), and algorithm problem solving skill
  ex) Programming languages, Algorithm, Data Structure, Database, etc.

- Ability to understand requirements, and design/implement software accordingly
  ex) Graduation projects and team project experiences, etc.

Pluses

- Internal/external experiences related to the job roles
  ex) Nation-wide competition award winner, Open Source projects, etc.

- Ability to perform projects utilizing software/hardware platforms
  ex) Embedded system, Cloud system, AI System, Telecomm./Network system, etc.

- Author of SCI-level dissertation or patents related to the role

- Fluent foreign language ability to communicate with overseas subsidiaries

Software R&D

Mobile Communications Business · Suwon

Roles

Summary Creating innovative values of products and services by leading the cutting edge through creative insights, utilizing technical SW knowledge and introducing it to our products.
※ Smartphone(Galaxy S, Note, 5G, AI, Foldable) , Wearable, Tablet, IoT products

- **System SW**
  - Device Driver, Kernel, Graphics, Power Management, Boot Loader, Transmission protocol, Multimedia, Memory Management, Optimization, Firmware, etc.

- **Middleware SW**
  - User Interface, Network, Web, Connectivity, Service Framework, etc.

- **Application SW**
  - Android, Tizen, Windows, Linux, iOS, Web Application, etc.

- **Artificial Intelligence SW**
  - Machine/Deep Learning, Voice/Natural Language Processing, Computer Vision, Big Data Analysis, etc.

- **Security SW**
  - Encryption, Reverse Engineering, System/App Security, Security Assessment, etc.

- **Server SW**
  - Front-end/Back-end Server, Cloud-based Data Base, etc.

- **SW Engineering**
  - Development Process and Infra, SW Analysis and Quality Management, Standardization, etc.

Requirements

- Computer Science/Eng., Electrical/Electronic Eng., Industrial Eng., Mechanical Eng., Mathematics, Statistics, Physics, or other related majors

- Understanding programming languages (C/C++/Java, etc.), and algorithm problem solving skill
  ex) Programming languages, Algorithm, Data Structure, Database etc.

- Understanding embedded system development process
  ex) Structure of Embedded OS(Android, Linux, Windows, etc.)

- Ability to understand requirements, and design/implement software accordingly
  ex) Graduation projects and team project experiences, etc

Pluses

- Internal/external experiences related to the job roles
  ex) Nation-wide competition award winner, Open Source projects, etc.

- Ability to perform projects utilizing software/hardware platforms
  ex) Wearable/IoT Device, Telecommunication/Network system, Embedded System, Cloud System, AI System, SOC Planning, etc.

- Author of SCI-level papers, or patents related to the role

- Fluent foreign language ability to communicate with overseas subsidiaries

Software R&D

Networks Business Division·Suwon

Roles

Summary   Leading and exploiting new technology including 5G, 4G, WLAN, IoT, AI and Cloud by creative and analytic thinking based on professional knowledge about SW technologies. The position therefore aims to creating innovative values of products and solutions.

- **5G/4G Network SW**
  - Wireless Communication Protocol based High Rate Packet Processing, Technical Realization of Wireless Communication.
  - Technical Realization of 5G services (V2X, IoT, FWA, Smart City, etc.)

- **System SW**
  - Device Driver, Kernel Services, Power Management, Boot Loader, Transfer Protocol, Memory Management, Performance Optimization, Firmware, Connectivity, etc.

- **Platform SW**
  - NFV(Openstack, Kubernetes, ETSI MANO), SDN(Openflow), Cloud-based Database, UI, Web, Service Framework, etc.

- **Management SW**
  - AI(Machine/Deep Learning), Big Data Analytics, Linux-based Network Application, Security(Encryption, Security Protocol, System Security, Security Assessment), etc.

- **SW Engineering**
  - Development Process and Infrastructure, SW Architecture Analysis and Assessment, and Automation, etc.

Requirements

- Computer Science, Electrical/Electronic Eng., Industrial Eng., Mechanical Eng., Maths, Statistics, Physics, or other related majors

- Understanding programming languages (C/C++, Python, Java, etc.), and algorithm problem solving skill
  ex) Knowledge including Programming languages, Algorithm, Data Structure, Database etc.

- Ability to understand requirements, and design/implement software accordingly
  ex) Graduation projects and team project experiences, etc

Pluses

- Internal/external experiences related to the job roles
  ex) Nation-wide competition award winner, Open Source projects, etc.

- Ability to perform projects utilizing software/hardware platforms
  ex) Wearable/IoT Device, Telecommunication/Network system, Embedded System, Cloud System, AI System, SOC Planning, etc.

- Author of SCI-level papers, or patents related to the role

- Fluent foreign language ability to communicate with overseas subsidiaries

Software R&D

Samsung Research · Seoul

Roles

Summary Leading advanced technologies based on professional knowledge in SW technologies together with creative/analytic thinking, and creating innovative values in products and services by applying such technologies to all Samsung products.

■ Artificial Intelligence SW

- Machine learning algorithms and data processing/analysis for AI platform
- Speech recognition and natural language processing for intelligent assistant
- Visual recognition algorithms (object recognition, segmentation, tracking) for smart devices

■ Big Data & Service SW

- Data collecting/analysis platform, real-time OS, network, IoT service
- Develop PaaS (Platform as a Service), GPU based AI cloud, and data service platform
- 5G-based MEC platform / Home Edge platform
- Image analysis w/ Deep Learning and DNN model lifecycle management for Edge environment

■ Robot SW

- Sensor fusion-based robot SLAM/Planning/Navigation
- Deep learning-based perception algorithm for environment, objects including human
- Real-time, low power, distributed messaging, and functional safety technology for robot
- SW framework, application, and SDK for robot

■ Security SW

- Design and develop SW security and privacy solutions across all Samsung products and services
- S/W vulnerability detection tool, and performing penetration test , Research next generation security

■ Platform SW

- Develop Tizen based OS/Platform and Service for entire Samsung products and Smart/IoT devices
- Develop AR solutions(SW/HW) built in Smart and IoT products and devices [On Device AI]

■ SW Engineering

- Development Process and Infrastructure, SW Analysis and Assessment, Standardization, etc.

Requirements

- Computer Science/Eng., Electrical/Electronic Eng., Industrial Eng., Mechanical Eng.,

  Mathematics, Statistics, Physics, or other related majors

  Experience in computer vision, machine learning or deep learning

- Understanding programming languages (C/C++/Java, etc.), and algorithm problem solving skill
  ex) Knowledge including Programming languages, Algorithm, Data Structure, Database etc.

- Ability to understand requirements, and design/implement software accordingly
  ex) Graduation projects and team project experiences, etc.

Pluses

- Internal/external experiences related to the job roles
  ex) Nation-wide competition award winner, Open Source projects, etc.

- Ability to perform projects utilizing software/hardware platforms
  ex) AI system, cloud, network, embedded system, SOC design, etc.

- Author of SCI-level papers, or patents related to the role

- Fluent foreign language ability to communicate with overseas subsidiaries

Software R&D

Global Technology Center · Suwon

Roles

Summary A field that offers innovative S/W solution to lead manufacturing field by developing optimized software for product and process to build smart factory suitable for future manufacturing environment.

■ **Application S/W**

  - Develop application and control automatization equipment, robot and etc. (Windows, Linux base)

■ **Middleware S/W**

  - Connect industrial standard protocol base equipment/robots/system network

■ **Server S/W**

  - Front-end, Back-end server, Cloud base, Data base (SQL, NoSQL) etc.

■ **Artificial Intelligence S/W**

  - [Inspect] Image handling algorithm to define refined/ non-refined product utilizing machine learning and/or deep Learning technology

  - [Robot] Generate robot machine utilizing machine learning and/or deep learning

  - [Autonomous Driving] Map Building and Navigation utilizing real-time sensor information

Requirements

■ Majors related to Data Processing/ Computer, IT, Multimedia, Electronical (including Mathematics and Physics)

■ Understand programming languages used in development (C/C++/Java/Python etc.) and with ability to solve algorithm problems

  ex) Knowledge on programming languages, algorithm, data structure, database etc.

■ Ability to understand requirement and have ability to design and complete software according to the requirement

  ex) Capstone projects and other team project experiment

Pluses

■ Internal/external experiences related to the job roles

  ex) Samsung Electronics S/W Test(A, B, C type Pass), Nationwide algorithm competition winner, open source project, etc. (Please specify on your application)

■ Able to execute projects using software and hardware platforms

  ex) Communication, network system, embedded system, AI, etc.

■ Author of SCI-level papers, or patents related to the role

■ Fluent foreign language ability to communicate with overseas subsidiaries

Circuit R&D

Visual Display Business · Suwon

Roles

Summary Developing the company's product circuits based on the specialized knowledge on circuit technology.
※TV, Monitor, Display(Signage, Hotel TV, etc.), etc.

■ **Digital Circuit Design**
- Designing/verification digital circuits based on understanding of product requirements
- Designing of processor(AP, GPU, etc.), Memory, Display, Camera, Sensor, Interface, Telecomm Module, etc.

■ **Power Circuit Design**
- SMPS(Switching Mode Power Supply) Circuit Design

■ **System Optimization Development**
- Optimization and verification of system by understanding and designing the product's technology and system structures
- Low-power design, EMI/EMC design, high-speed motion circuit design

■ **Signal Processing**
- Compression, Transmission, Processing and Analysis of various formats of video/acoustic signals such as multi-media and broadcasting.
- Improvement of video/acoustic quality via AI/differentiated algorithms
- Design of signal system satisfying the signal standards and requirements

Requirements

■ Electrical/Electronic Eng., Physics, Mathematics or other related majors

■ Knowledge and ability related to electronic devices, electric circuits and digital circuits to understand the components and the operating theory
ex) RF Telecomm., Display operating technology, Signal Processing (video, acoustic), Wave Eng., Telecomm. network theory, etc.

Pluses

■ Internal/external experiences related to the job roles

■ Experience with circuit design related tools (Oscilloscope, Spectrum Analyzer, Signal Generator, Mentor/Cadence/FPGA, etc.)

■ Author of SCI-level papers, or patents related to the role

■ Fluent foreign language ability to communicate with overseas subsidiaries

Circuit R&D

Digital Appliances Business · Suwon

Roles

Summary Creating innovative values for the company's products and solutions by leading the new technologies and applying to products through creative and analytical thinking based on the technical knowledge on circuit technology

※ Refrigerator, Washing Machine, Air Conditioner, Vacuum Cleaner, Air Purifier, Dish Washer, Built-in, Smart Home

- **Analog, Digital Circuit Design**
  - Select characteristics of analog amplifiers, switching, and controllers by blocks within the whole system
  - Design and test the circuits of core components (Antenna, Audio, Camera, Display, etc.)

- **Operation & Control (Power Electronics)**
  - Reliably and stably control precise movements by driving and controlling mechanical systems such as automation systems, robots, etc

- **RF(Radio Frequency) Circuit Design**
  - Design the circuits in RF fields to apply the latest network technology to the company's products
    (Ensure and develop technology such as LTE, GPS, BT/WiFi and Advanced antenna)

- **Module Design**
  - Sensor, Acoustic, DISPLAY(LCD, LED), INPUT(TOUCH, HOVERING), Battery, etc.

- **EMC/SI/PI Robust Design**
  - Electromagnetic Interference and Susceptibility, Robust design technology for high-speed signal and power quality (EMI, EMC-RE, RFI, SI, PI, ESD, etc.)

- **PCB Design**
  - Circuit diagram design, Package design, Component placement, Artwork, Design verification, etc.

Requirements

- Electrical/Electronic Eng., Physics, Mathematics or other related majors

- Knowledge and ability related to electronic devices, electric circuits and digital circuits to understand the components and the operating theory
  ex) RF Telecomm., Display operating technology, Signal Processing (video, acoustic), Wave Eng., Telecomm. network theory, etc.

Pluses

- Internal/external experiences related to the job roles

- Experience with circuit design related tools (Oscilloscope, Spectrum Analyzer, Signal Generator, Mentor/Cadence/FPGA, etc.)

- Author of SCI-level papers, or patents related to the role

- Fluent foreign language ability to communicate with overseas subsidiaries

SAMSUNG ELECTRONICS

Circuit R&D

Mobile Communications Business · Suwon

Roles

Summary Understanding product requirements, characteristics of HW Block and Interface / Layout etc., and optimizing/designing/realizing necessary elements of circuit for system organization
※ Smartphone(Galaxy S, Note, 5G, AI, Foldable), Tablet, Wearable, Accessories

- **Digital Circuit Design**
  - Processor, Memory, Display, Camera, Sensor, Interface between Active/Passive Element, etc.

- **RF Circuit Design**
  - Modem, Transceiver, RF Front-end, PAM, Antenna, WiFi, BT, NFC, GPS, RF Filter(LPF, HPF), Impedance matching, etc.

- **Analog Circuit Design**
  - Audio, Codec, AMP, Power Circuit, PMIC, Battery, Charge and Discharge circuit, etc.

- **EMC/SI/PI Robust Design**
  - Electro-magnetic interference and susceptibility, high speed signal and power quality robust design, etc.

- **Low-power System Design**
  - Low-power eco design by optimizing parts and modules, etc.

- **PCB Design**
  - PCB Artwork, Material feature analysis, New architecture design, CAE, Stress Simulation, etc.

- **Signal Processing**
  - Development of multimedia and voice interface products through digital video signal and sound/voice technology
  - AI-based voice signal processing, fingerprint/facial recognition security solutions

Requirements

- Electrical/Electronic Eng., Physics, Mathematics or other related majors

- Knowledge and ability related to electronic devices, electric circuits and digital circuits to understand the components and the operating theory
  ex) RF Telecomm., Display operating technology, Signal Processing (video, acoustic), Wave Eng., Telecomm. network theory, etc.

Pluses

- Internal/external experiences related to the job roles

- Experience with circuit design related tools (Oscilloscope, Spectrum Analyzer, Signal Generator, Mentor/Cadence/FPGA, etc.)

- Author of SCI-level papers, or patents related to the role

- Fluent foreign language ability to communicate with overseas subsidiaries

SAMSUNG ELECTRONICS

Circuit R&D

Networks Business Division·Suwon

Roles

Summary Constructing communication infrastructure including Design / Development / Validation of Product, Solution and Communication Chip for 4G, 5G Communication

■ **Developing Latest Communication Technology**

- Design and Develop Products and Service Applying Wireless Communication Technology
  Including 5G, 4G, IoT, V2X, WLAN, etc. (Base Station/Core Equipment, AP, Radio Technology, etc.)
- Development of RF Module Including Power Amplifier, Antenna, Filter, etc.
- 5G / 4G Standardization Research and Review

■ **Developing Communication Chip**

- Design Communication Modem SoC, ASIC and RTL/FPGA
- Design PHY layer Algorithm(Signal Processing, Tx/Rx)

■ **Developing Analogue/Digital/RF Circuit Set·Board**

- Developing Circuit Including Modem, Transceiver, GPS/Clock, CPU processing, Interface logic,
  Antenna, RF matching, Power block, etc.

■ **Develop System Validation and Application Technology**

- HW and SW Function Validation towards Developing Product and Solution,
  Assessment and Specification of Reliability
- Wireless Communication Network Design and Optimization

Requirements

■ Electrical/Electronic Eng., Physics, Maths or other related majors

■ Knowledge and ability related to electronic devices, electric circuits and digital circuits to understand the
components and the operating theory
ex) RF Telecomm., Display operating technology, Signal Processing (video, acoustic), Wave Eng.,
Telecomm. network theory, Electromagnetism, etc.

Pluses

■ Internal/external experiences related to the job roles

■ Experience with circuit design related tools (Oscilloscope, Spectrum Analyzer,
Signal Generator, Mentor/Cadence/Ansys/CST/FPGA, etc.)

■ Experience with technical realization of C/C++/MATLAB based simulator
and Communication system analytics.

■ Author of SCI-level papers, or patents related to the role

■ Fluent foreign language ability to communicate with overseas subsidiaries

Mechanical R&D

Mobile Communications Business · Suwon

Roles

Summary Realizing design shape through product element mounting process based on mechanical structure/element design, analyzing and solving problems through mechanical approach
※ Smartphone(Galaxy S, Note, 5G, AI, Foldable), Tablet, Wearable, Accessories

- **Mechanical Design**
  - Realize designs, mount products, design structures, design and utilize elements

- **Functional mechanic material development**
  - Develop Polymer, Metal, 3D Glass, inorganic material CMF(Color, Material, Finishing)
  - New materials (fabrics for covers) and Color, material molding technology, surface treatment technology, 3D Glass, etc.

- **Mechanic based interpretation**
  - Interpretation of structure, heat radiation/protection, fluid and mold injection analysis, improving drop performance

- **Waterproof/Dustproof design**
  - Develop waterproof/dustproof product design and new structures

- **Packaging design**
  - Design package structures according to product concept, study packaging materials

Requirements

- Mechanical Eng., Physics, Mathematics or other related majors

- Knowledge on mechanical design, measurement, driving and control to understand mechanical development
  ex) Solid Mechanics, Heat and Fluid Dynamics, Dynamics, Statics, Noise and Vibration, Mechanical Design, Optimal Design

- Knowledge on mechanical materials, manufacturing methods for mechanical manufacturing
  ex) Mechanical elements design, materials, manufacturing technology

Pluses

- Internal/external experiences related to the job roles
  ex) Experience on projects for actual product design and analysis

- Experience with 3D/2D design tools (NX, CATIA, UG, Solidworks, etc.)

- Ability to design heat and fluid, structure(Fatigue, falling), dynamics simulation
  ex) STAR-CCM+, CFX, ABAQUS, LS-Dyna, Recurdyne, DAFUL, Optimization(Topology, Approximation etc)

- Author of SCI-level papers, or patents related to the role

- Fluent foreign language ability to communicate with overseas subsidiaries

Marketing

Visual Display Business · Suwon

Roles

`Summary` Delivering differentiated value of our products and services to consumers through effective communication methods to create the desired managerial goal and to raise the brand value, based on the market sensing and information analysis results.
※TV, Monitor, Display(Signage, Hotel TV, etc.), etc.

■ **Product Planning**

- Identification of opportunities and product lineup strategies through analysis of market, consumer, competitor, and technology

- Establishment of concept differentiation, aiding consumer lifestyle, and of mid/short-term roadmap

■ **Product Management**

- Management of Product Life Cycle(PLC) based on understandings of market, consumer, competitor, and technology trends

- Establishment differentiation strategy via market, consumer and competitor technology analysis

■ **Marketing communication**

- Establishment of marketing communication strategy such as brand management and launching of new products, development of marketing activities via ATL(media advertising) and BTL(other advertisements)

- Development and execution of online/digital marketing strategy and other campaigns

- Exhibition, promotion, launching event, video contents production

■ **Retail Management**

- Establishment of retail-marketing strategy through developing store display guidance and display solutions when implementing a new product.

- Cooperation with customers through store inventory management and lineup optimization

■ **Contents & Service Marketing**

- Planning of Smart TV new contents and services and establishment of partnership with cooperative corporates

- Planning and execution of marketing/campaign strategy for contents and services

- Launching and operation of contents and services

Requirements

■ Ability to communicate with and present to overseas subsidiaries and customers.

■ Ability to analyze market circumstances and trends based on various channels and data

Pluses

■ Marketing/communication related majors and/or equivalent knowledge

■ High understanding of TV, Display, Audio, STB specification and technology

■ Internal/external experiences related to the job roles

Global Sales

Visual Display Business · Suwon

Roles

Summary Identifying products/solutions that meet customer needs, and establishing sales goals and strategies to contribute to maximizing sales, based on understanding of customer and market.
※TV, Monitor, Display(Signage, Hotel TV, etc.), etc.

■ B2C Sales

- Establishment of corporate goals and short/mid/long-term sales strategies based on market demand in an assigned area/organization and analysis of our/competitor sales data

- Identification of the opportunities and threats in advance by monitoring the status of the corporate and support the appropriate physical and human resources to achieve the sales goal

※ B2C products: TV, Monitor, etc.

■ B2B Sales

- Understand the characteristics of specific industries such as retail/finance/education and propose products and solutions to enhance customer satisfaction, thereby creating added value and develop collaborative business model

※ B2B products : Smart Signage, Outdoor Signage, Hotel TV, Hospitality TV, etc.

■ Online Sales

- Set up sales targets and strategies, and set up a channel-specific action plan to maximize sales performance based on E-Commerce(samsung.com, online retail and open market) ecosystem

■ Sales Operations

- Manage sales process, aggregate and analyze sales performance, and establish sales goals and guide through sales demand forecast analysis

Requirements

■ Ability to communicate with and present to overseas subsidiaries and customers.

■ Adaptability to global cultures to discover new market (especially Vietnam, China, India, etc.)

Pluses

■ Sensitive to electronic product trends and highly understanding Samsung's products and technologies.

■ Internal/external experiences related to the job roles

■ Capabilities of strategy establishment and sales insight deduction via data analysis of the assigned country's market, product, competitor

Global Sales

Networks Business Division·Suwon

Roles

Summary Identifing products/solutions for each country/account by analysis of market demand and competitive environment based on understanding of B2B customer and market. Establishing business goals and strategies for maximizing sales and profits.

- **Sales strategy**
  - Establishment of corporate goals and mid/long-term sales strategies based on market demand in an assigned area/organization and analysis of our/competitor sales data
  - Manage sales process, aggregate and analyze sales performance, and establish sales goals and guide through sales demand forecast analysis
  - Management/analysis of accounts

- **Sales Operations**
  - Contract, logistics(delivery), installation/maintenance service, etc.

- **Channel Sales (Key Account, Retail, Online)**
  - Sales/marketing process management/efficiency
  - Manage KPI and progress of sales, profit, market-share and etc.

- **Technical Sales**
  - Provide suitable Technical solution that meet customer needs based on understanding of technology.

Requirements

- Ability to communicate with and present to overseas subsidiaries and customers.

- Adaptability to global cultures to discover new market (especially Vietnam, China, India, etc.)

Pluses

- Sensitive to electronic product trends and highly understanding Samsung's products and technologies.

- Internal/external experiences related to the job roles

- Capabilities of strategy establishment and sales insight deduction via data analysis of the assigned country's market, product, competitor