

# Samsung Electronics CE/IM Division

## Full-Time Opportunity for International Students

Job	Major	Business (Location)
<b>Circuit R&amp;D</b>	Electrical /Electronic Eng. or other related majors	Visual Display Business(Suwon), Digital Appliances Business(Suwon), Mobile Communication Business(Suwon), Networks Business(Suwon), Samsung Research(Seoul)
<b>Software R&amp;D</b>	Computer Science Eng., Electrical/Electronic Eng., Industrial Eng., Mechanical Eng., Statistics, Math, Physics or other related majors	Visual Display Business(Suwon), Digital Appliances Business(Suwon), Mobile Communication Business(Suwon), Networks Business(Suwon), Samsung Research(Seoul)
<b>Mechanical R&amp;D</b>	Mechanical Eng. or other related majors	Visual Display Business(Suwon), Digital Appliances Business(Suwon), Mobile Communication Business(Suwon)
<b>Marketing</b>	Any major	Visual Display Business(Suwon), Digital Appliances Business(Suwon), Mobile Communication Business(Suwon),
<b>Global Sales</b>		Visual Display Business(Suwon), Mobile Communication Business(Suwon), Networks Business(Suwon)

# Circuit R&D

(Visual Display Business · Suwon)

## Summary

Developing the company's product circuits based on the specialized knowledge on circuit technology.

※ TV, Monitor, Sound Bar, Display(LCD/LED Signage, E-Board, Micro LED, Lifestyle TV etc.)

## Role

### ■ Display Module Design

- Designing Display optical system(Backlight Unit, Film)
- Designing optical path, system of the various formats of light source (LED/LENS)
- Designing Color Management(Display optics, Wide Color, Color-realization technology) Design
- Related Field : Optical Design, LCM/Module, Open Cell, Color Management, etc.
- Related Major : Physics, Semiconductor Eng., Electrical and Electronic Eng., Display Eng., etc.

### ■ System Optimization Development

- Low-power design via optimization of components or between Modules
- Designing EMI/EMC, High-speed motion circuit
- Related Field : Low-power Design, Electromagnetic Wave, etc.
- Related Major : Digital Circuit Design, Analog Circuit Design, Circuit Theory, etc.

### ■ Signal Processing

- Improvement of picture/sound quality via AI/differentiated algorithms
- Analysis, Processing, Compression and Transmission of various formats of video/audio signals such as multi-media and broadcasting.
- Related Field : Video/Image Processing, Audio/Voice Processing, etc.
- Related Major : Digital Image Processing, Algorithms, Digital Circuit Design, Signals and Systems, etc.

### ■ Digital Circuit Design

- Designing/Verifying digital circuits in accordance with the functionality based on understanding of the various products' requirements/spec of Visual Display Business such as TV, Monitor, Signage, E-board, Sound Bar, etc.
- Designing of processor(AP, GPU, etc.), Display, Communication Module(Wi-Fi/BT etc.), Camera/Sensor Module, etc.
- Related Field : Processor, Display, Communication Module, Camera/Sensor Module, etc.
- Related Major : SoC/FPGA Design, Digital Signal Processing, Digital Communication Eng., Embedded System, Digital Circuit Design, Analog Circuit Design, Circuit Theory, etc.

## Career Vision

- Grow as a circuit design expert with Visual Display Business which have topped the world's TV market for 15years in a row
- Grow as a circuit design expert with Visual Display Business which have topped the world's Smart Signage market for 12 years in a row
- Experience leading development of AI-based technologies ranging from SoC chip design to algorithms for picture quality processing
- Improve competitiveness through research and development of next-generation displays, micro LED and QLED products.

## Requirements

- Electrical/Electronic Eng., Information Communication Eng., Control Eng., Physics, or other related majors
- Materials, Chemistry and Physics(Applied Physics-Optics, Color) or other related majors
- Having knowledge and ability related to electronic devices, electric circuits and digital circuits to understand the components and the operating theory  
ex) RF Communication, Display Operating Technology, Signal Processing (Video, Audio), Radio Wave, Network, etc.

## Job Description

### Pluses

- Experience with circuit design related tools(Oscilloscope, Spectrum Analyzer, Signal Generator, Cadence/FPGA, etc.)
- Author of SCI-level papers, or patents related to the role
- Fluent foreign language ability to communicate with overseas subsidiaries
- Internal/external experiences related to the job roles
- Experience with next-generation display devices
  - ex) Development of Transparent, Mirror, Flexible, etc.
  - Development of inorganic/organic materials (Polymer, Reactive Mesogen, QD/QLED, etc.) or device

# Circuit R&D

(Digital Appliances Business · Suwon)

## Summary

Design and optimize the circuit components required in building the system of the products, and design safe products by developing the robust quality design

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

## Role

### ■ Circuit Design

- Select characteristics of analog amplifiers, switching, and controllers by blocks within the whole system to meet the engineering requirements of each product
- Build electric devices to control the home appliances by designing and testing the circuits of core components (Antenna, Audio, Camera, Display, etc.)
- Related Fields : Processor, Display, Camera, Sensor, Touch IC, Speaker, Voice Recognition HW, Wireless Communication Circuit, Interface between Active/Passive Devices
- Related Subjects : Electrical Engineering, Circuit Theory, Electrical Circuit, Analog Circuit, Digital IC, Control Engineering, Signal and System, Physics, etc.,

### ■ Operation & Control (Power Electronics)

- Develop inverters, SMPS, batteries and adapters used in home appliances, and reliably and stably control precise movements by driving and controlling mechanical systems
- Related Fields : Inverter Converting, IH Inverter, Inverter Design, SMPS, Battery, Power Adapter, Motor Control, etc.
- Related Subjects : Electronic Engineering, Electrical Engineering, Electrical Power Control, Signal and System, Control System Engineering, Robot Engineering, etc.

### ■ EMC/SI/PI Robust Design

- Electromagnetic interference and susceptibility, robust design technology for high-speed signal and power quality
- Application of engineering components, such as EMI, EMC-RE, RFI, SI, PI, ESE, etc. to meet user safety, national and electrical/electronic standards
- Related Fields : EMI, Touch Assessment and Engineering Standard, Coil/Filter Assessment, Stress Analysis, Circuit Simulation, etc.
- Related Subjects : Electromagnetics, Radio Wave Engineering, Hyper-frequency Engineering, Signal Integrity Design, etc.

### ■ PCB, Module Design

- Design and applying modules, such as Sensor, Acoustic, Display (LCD, LED), Input (Touch, Hovering), Battery, etc.
- Circuit Diagram Design, Package Design, Component Placement, Artwork, Design Verification, etc.
- Related Fields : Product PCB Circuit Design, Circuit Design Review, etc.
- Related Subjects : Electronic Engineering, Electrical Engineering, Electrical Circuit, Communications Engineering, Digital IC, etc.

## Career Vision

- Develop career as a hardware expert with ability to design digital circuits, RF systems, analog circuits, PCBs, etc.
- Develop career as a system process engineer to build optimized system, considering function, performance, power consumption and cost of next-generation home appliances
- Contribute to the management and optimization of hardware performance and process testing environment

## Job Description

### Requirements

- Electrical/Electronic Engineering or other related majors
- Knowledge and ability related to electronic devices, electric circuits and digital circuits to understand the components and the operating theory

### Pluses

- 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
- Extracurricular experiences related to the role

## Job Description

# Circuit R&D

(Mobile Communications Business · Suwon)

## 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 series, Note series, 5G), Tablet, Wearable, Accessories

## Role

### ■ Digital Circuit Design

- Develop the digital circuits optimized for Samsung Electronics' devices characteristics
- System design and verification considering various factors (function, performance, power consumption, cost, etc.)
- Collaboration with global enterprises and establishment of various HW Portfolios for Users
- Design guide for describing system, circuit diagram, algorithm and performance
- HW Performances and reliability Test
- Related Fields : Electric/Electronic circuit design, Signal Processing, Power, System, etc.

### ■ RF Circuit Design

- Advance research of RF/Connectivity and commercialization of next-generation communication terminals include 5G
- RF system design (Low cost, High efficiency, Excellent performances)
- Performance optimization based on RF System and customized IC design
- Designing the standard of RF system satisfying the consideration of country-specific communication, environment, safety, etc.
- Related Fields : 5G, RF, mmWave, Antenna, Wi-Fi, BT, NFC, GPS, etc.

### ■ Parts and System Design

- Develop and commercialization of Samsung Electronics' device parts and systems
- Securing the best battery life through low-power design of parts and systems
- Securing parts expertise and advanced performances
- Related Fields : Audio, Power, Antenna, AP, Display, Camera Battery, etc.

## Career Vision

- Grow with circuit experts of Samsung Mobile Communications Business, which is Global number one smartphone market share for 9 years in a row, and grow to be the best HW expert
- Experience everything from chip design to large-scale system design, from prior development to commercialization
- Contribute to improve competitiveness through circuit design of future market-leading strategic/next-generation products

## Requirements

- Electrical/Electronic Engineering, or other related majors
- Knowledge and ability related to electronic devices, electric circuits and digital circuits to understand the components and the operating theory
  - ※ RF Telecomm., Display operating technology, Signal Processing (video, acoustic), Wave Eng., Telecomm. Network theory, etc.

## Pluses

- Experience with circuit design related Tools (SPICE Simulation, MATLAB, LabVIEW, AVR Studio, Power Supply, Oscilloscope, etc.)
- Author of SCI-level papers, or patents related to the role
- Fluent foreign language ability to communicate with overseas subsidiaries
- Internal/external experiences relate to the job roles

# Circuit R&D

(Networks Business · Suwon)

## Summary

Designing / Developing / Verifying the 5G/4G telecommunication technology (Standard, Base station, Chip technology, etc)  
Designing / Optimizing commercial network infrastructure

## Role

### ■ Communications System Designs

- Designing and Developing products and service applying 5G/4G Wireless Communications Technology
- Designing base station and core system architecture and 5G/4G SW feature and algorithm
- Analyzing 5G/4G commercial network, Managing resource of air interface, Developing scheduler algorithm
- Developing 5G key technology such as Massive MIMO, mmWave beam-forming etc, Analyzing and Solving cross-layer issues
- Related areas: Telecommunications Standards, Telecommunications system, Multiple antenna technology, Air scheduling, etc
- Related subjects: Mobile communications system, Communication theory, Digital communications, Data communications, etc.

### ■ Communication Chip and Base Station HW Development

- Designing 5G/4G base station modem algorithm (Signal processing/TxRx)
- Designing and Implementing base station modem SoC, ASIC, RFIC architecture and RTL
- Designing and Implementing base station system's FPGA RTL
- Designing and Developing HW system (Analog, Digital circuit), System calibration, 5G antenna and RF module
- Related areas: Modem, SoC, ASIC, FPGA, RTL, RFIC, Antenna, Power Amplifier, CFR, DPD, Filter, Transceiver, etc.
- Related subjects: Electric Circuits, Electromagnetics, Microelectronic Circuits, Wave Propagation, Signals and Systems, Microwave Engineering, Design of Analog Integrated Circuits, Power Electronics, Digital Logic Circuits, Microprocessor, VLSI Design, Information Theory, Probability Theory, Communications System, Communications Theory, Digital Communications, Mobile Communications, Linear Algebra, etc.

### ■ System Verification and Optimization Technology Development

- Verifying 5G/4G Access/Core system, performance, function and reliability
- Designing automatic optimization algorithm based on AI
- Designing and Optimizing commercial network based on analyzing Radio/Traffic KPI
- Related areas: Performance/Function Verification of Communications System, Communications Network Design, Test Case Design, Development and validation of test automation tool etc.
- Related subjects: Communications System, Communication Theory, Digital Communications, Mobile Communications, Data Communications, Linux, etc.

## Career Vision

- Growing as a next-generation Communications System Development Expert with 5G technology experts who led the world's first 5G commercialization
- Growing as a Communications System Design Expert through the experience of designing end-to-end solution circuit from modem chips to integrated system
- Growing as a next-generation Network Service Expert through the experience of designing, verifying, and optimizing wireless network for various global markets

## Job Description

### Requirements

- Electrical/Electronic Eng. or other related majors
- Knowledge and ability related to electronic devices, electric circuits and digital circuits to understand the components and the operating theory

### Pluses

- Master's degree in Communications
- Experience with circuit design tools (SPICE Simulation, Schematic Editor, Layout Drawing, Trace32, Signal Integrity, HFSS etc.)
- Fluent foreign language ability to communicate with overseas subsidiaries
- Internal/external experiences related to the job roles



## Job Description

# Circuit R&D

(Samsung Research · Seoul)

## Summary

Developing patent technologies to establish 5G, 6G communication related new product / service ecosystem, Job to study overall communication infrastructure construction such as next generation wireless network design and optimization

## Role

### ■ 6G Circuit Design

- Build testbed of base station and terminal (or device) based on 6G mobile communication system
  - . Secure RFIC architecture technology of ultra-high frequency (mmWave or THz)
  - . Design, development and verification of high-speed communication modem (Baseband) algorithm
  - . Specification design and verification of HW Platform, Board for 6G Testbed
- Related field: Baseband, Modem, RF Transceiver, RF Front-end, FPGA Board, FPGA/ASIC/SoC
- Related Subjects: Circuit Theory, Microelectronic Circuits, Electromagnetism, Signal and Systems, Microprocessor, Logic Design

### ■ 6G Advanced Technology

- Research on physical layer, protocol, element technology for next generation mobile communication system (6G)
  - . Design 6G Physical Layer Specification to achieve Ultra-Low Limit, Ultra-High Speed and Communication
  - . Design 6G protocol and network specification by converging artificial Intelligence and next computing techniques
- Related field: MIMO, Waveform, Full Duplex, Automatic Repeat reQuest, Flow Control, Converged Network, AI-based Interface
- Related Subjects: Information Theory, Coding Theory, Computer Network, Linear Algebra, Channel Coding, Random Process

### ■ 5G / 6G communication standard research

- Build ecosystem of new product and service related to next generation communications (Including Standardization)
  - . Research on B5G mobile communication technologies & advanced vertical standard (RAN 1)
  - . Research on 5G Protocol, System & Security (RAN2 ↑)
- Research on transmission technology of Next-generation wireless communication service standard (BLE, UWB, etc.)
- Related field: MIMO, Waveform, Full Duplex, Automatic Repeat reQuest, Flow Control, Converged Network, AI-based Interface
- Related Subjects: Information Theory, Coding Theory, Computer Network, Linear Algebra, Channel Coding, Random Process

## Career Vision

- Grow to become a specialist in mobile communication technology and standards through various experience
- Pre-research and development to make 6G core telecommunications technology a future growth engine for our company
- Experience the entire process of introducing next generation communications technologies (Algorithms, SW, HW)

## Requirements

- Major in communication technology or related topics (Electrical / Electronic / Computer Science)
- Experiences in RF/Analog circuits design and FPGA/DSP real-time processing development
- Knowledge and capabilities in wireless communications and digital signal processing

## Pluses

- Master's degree in communication related majors (EE, ECE, EE & CS)
- Internal/external experiences or author of SCI-level papers, top conferences or patents related to the job roles
- Full understanding of standards related to LTE (4G) and NR (5G)
- Fluent foreign language ability to communicate with overseas subsidiaries

# Software R&D

(Visual Display Business · Suwon)

## 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, The Wall, Hotel TV, Lifestyle TV etc.), AV product(Sound Bar)

## Role

### ■ AI(Artificial Intelligence) SW

- Developing customized Lifestyle Contents through data collection and analysis
- Developing Contents generation solution based on AI such as Image/Video Upscaling
- Context Aware research through cognition and inference of user/appliance/environment
- Developing screen understanding solution which understands the object and abstract sensibility of video
- Related fields: machine/deep learning, Natural Language Processing, Image recognition and object recognition, etc.
- Related subjects: Artificial Intelligence, Image processing, Data base, Data Mining, etc.

### ■ Service SW

- Developing server/client such as App Store, TV Plus for the implementation of Smart TV
- Developing Cloud infrastructure, Server Architecture design, DB implementation and Front-end/Back-end server for development/implementation of service
- Developing Service Framework in order to support data collection of TV such as Content recognition, Advertising module and App operation
- Related fields: DB Architecture, Cloud, Server development, Server Architecture design, Embedded system
- Related subjects: Internet programming, System analysis and design, Information Retrieval, Database, Data Structure, Linux OS, etc.

### ■ System SW / Middleware SW / Application SW

- Preceding R&D and development of products for TV, B2B
- TV Line-up(QLED, UHD, Lifestyle TV, etc.), B2B Line-up(Signage, The Wall, E-board, etc.) SW App/Tool/Solutions development
- Software platform development (Tizen OS, Graphic/App framework, Web platform, etc.)
- Implementing Visual Experience through development of graphic algorithm, Ambient Contents and efficiency UI research.
- Developing framework and engine for transmission, playback of multimedia contents
- Development of web engine and web browser specialized for TV/B2B products and support web app
- Precedent development and commercialization development of differentiated/new Application
- Related fields: System SW, Linux, Platform SW, Framework, Web platform, Graphics algorithm, Application development, etc.
- Related subjects: Linux system, Embedded Programming, System Programming, Computer graphics, UX/UI design Web system design, Web/App Programming, Control system design, etc.

### ■ Security SW

- Encryption of important information of Smart TV, Display System, Reverse Engineering, code check and weakness analysis.
- Development of Security Platform/Solution/Service
- Development of Digital contents' security solution
- Secure Coding and operations security of product/server, privacy protection
- Related subjects: Information Security, Computer Security, Network Security, Introduction to Cryptography, etc.

## Job Description

### Career Vision

- Grow as an SW expert with Smart TV experts in Visual Display Business which have topped the world's TV market for 15 years in a row
- Grow as an SW expert with Smart Signage experts in Visual Display Business which have topped the world's Smart Signage market for 12 years in a row
- Experience leading SW development of AI-based technologies ranging from System SW to Application SW
- Improve competitiveness through research and development of next-generation products' SW

### 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 having problem solving skills of algorithm  
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) Having experiences of graduation projects, team project, 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 job roles
- Fluent foreign language ability to communicate with overseas subsidiaries

# Software R&D

(Digital Appliances Business · Suwon)

## Summary

Design and realize software for a variety of home appliance products, and strengthen the connectivity among products, thereby creating innovative values

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

## Role

### ■ Application SW

- Application development based on Android, iOS, Tizen, Window, Linux, and RTOS(real-time operating system)
- Related Fields : Applications in Home Appliances, Mobile Apps, Web Service Development, etc.
- Related Subjects : Operating Systems, Mobile Programming, SW Architecture, Embedded System, Graphics, Distributed Algorithms and Systems, Mobile Computing and Application, Web/App Application Development, etc.

### ■ Artificial Intelligence SW

- Home appliance automation via user pattern analysis, voice control of products through natural language processing, and operation/control of SW-based products
- Related Fields : Machine/Deep Learning, Voice Signal/Natural Language processing, User Audio Data Analysis, Computer Vision, Robotics/Automated Vehicles, Big Data Analysis, etc.
- Related Subjects: Artificial Intelligent Software Engineering, Probability Programing, Big Data, Data Base System, Voice Recognition, Deep Learning, Robotics/System, etc.

### ■ System SW

- Develop and optimize device driver, kernel, power management, bootstrap loader, transport protocol, memory management, firmware, etc.
- Related Fields : Linux Kernel and Device Driver, Tizen System Framework, Wi-Fi and Bluetooth Device Driver, Stack and Communication Program, etc.
- Related Subjects : Embedded System, Operating System, Computer Structure, Network, Wireless Communication (Signal Processing), Compiler Design, etc.

### ■ Middleware/Server SW

- User Interface, Network, Web, Connectivity, Service Framework, Front-end/Back-end Server development
- Related Fields : Control Protocol, Server SW Platform, IoT Communication Protocol, etc.
- Related Subjects: Communication/Network, Database Design, Computer and system structure, etc.

### ■ Cloud Service SW

- Cloud service Development, Front-end/Back-end Server DevOps
- Related Fields : Cloud Engineering, Data Platform, Big Data Engineering, etc.
- Related Subjects : Cloud Computing, Virtual Network, Big Data, Data Base Design, IoT/Sensor Network, etc.

### ■ IoT Security SW

- Develop and assess product protection technology for smart home/IoT security
- Related Fields : Security Audit, PenTest, System Security, Cloud Service Security, Data Privacy Engineering, etc.
- Related Subjects : System Security, Cryptology, Network Security, etc.  
(Experiences in Information Protection/Mock Hacking Contest are Plus)

## Career Vision

- Develop career as a SW developer who leads the smart home appliance market and innovation of global market with premium leadership
- Develop a career as a T-shaped person with experience in a variety of SW development from firmware for product control to app development
- Propose new paradigm of home appliances via next-generation products with IoT, AI, and Big Data Technology

## Job Description

### Requirements

- Computer Science/Engineering, Control and Measurements/System, Physics, Mathematics or other related majors
- Understanding programming languages (C/C++/Java, etc.), and algorithm problem solving skill
- Ability to understand requirements, and design/implement software accordingly

### Pluses

- Ability to perform projects utilizing software/hardware platforms  
(Embedded system, Cloud system, AI System, Telecomm./Network system, etc.)
- Author of SCI-level papers, or patents related to the role
- Fluent foreign language ability to communicate with overseas subsidiaries
- Extracurricular experiences related to the role (Nation-wide competition award winner, Open Source projects, etc.)

# Software R&D

(Mobile Communications Business · Suwon)

## Summary

The task of providing new experiences and changing the user's life, through developing innovative software on various devices of Mobile Communication Business

※ Smartphone (Galaxy S series, Note series, 5G), Tablet, Wearable, Accessories

## Role

- **System SW** \* Relevant Fields : Android, Kernel, Embedded, OS, Device Driver, Firmware, Big data, etc.
  - Increase user experience by developing and optimizing system SW of Samsung Electronics' mobile devices
  - Embedded system SW, device driver and kernel programming by product line
  - Performance optimization and solution development using big data and development of various systems
- **5G & Protocol** \* Relevant Fields : Android, 5G, Data network, network, Signal Processing, RF, Machine Learning, etc.
  - Development and quality improvement of communication protocol of Samsung Electronics' mobile devices
  - Design and R&D of 5G and next generation communication technologies
  - R&D and improvement of the quality of voice and video call using machine learning
  - R&D on new user experience service platforms using sensors and multiple signals
- **Camera & Vision** \* Relevant Fields : Image Processing, Computer Vision, AR, VR, Deep learning, Signal Processing, etc.
  - R&D of picture and video quality improvement and related algorithms of Samsung Electronics' mobile devices
  - Development of differentiated camera SW by product line and AR solution and service
  - Development of quality implementation and vision solution using deep learning
- **Framework** \* Relevant Fields : Android, Android Framework, Web, Audio, SDK, Refactoring, etc.
  - Development of framework connecting HW and SW for maximizing user convenience
  - Multimedia, Web, Audio and One UI(user Interface) library and differentiated user-specific functions development
  - Communication services(call, SMS, VoLTE, Data network) library development
  - Support and develop partner services for Samsung Electronics, and provide a platform for user' needs
- **Application** \* Relevant Fields : Android, Application, OS, API, SDK, Interaction, etc.
  - Development and performance improvement of applications on Samsung Electronics' mobile devices
  - Provide user new experience through implementing application program on various platform
  - Application development for smartphone and wearable in various environments such as Android, Tizen, Window, Linux, etc.
  - Development of differentiated user interaction by product line

## Career Vision

- Grow to be the best SW specialist through developing SW which delivers new value and experience to Galaxy users
- Various SW development experiences (System, Framework, Application, Machine Learning, Big data, etc.)

## Requirements

- Computer Science, Electrical/Electronic Eng., Industrial Eng., Mechanical Eng., Math, Statistics, Physics, or other related majors
- Understanding programming languages (C/C++/Java, etc.), and Ability to understand embedded system (Android, Linux, etc.)

## Pluses

- Internal/External experiences related to the job roles, such as SW application development and launch
- Ability to perform projects utilizing software/hardware platforms
- Fluent foreign language ability to communicate with overseas subsidiaries

# Software R&D

(Network Business · Suwon)

## Summary

Developing next-generation communication SW and platform including 5G/4G protocol SW, Cloud-native telecommunication system based on professional SW development knowledge.

## Role

### ■ Radio Access Network SW

- Developing 5G/4G RAN communication protocol, operation and management SW
- Developing radio resource allocation, packet processing, and modem control SW
- Developing virtualized RAN SW and softwarized modem based on parallel processing and SW optimization
- Related fields : Virtualization, Packet scheduling, Signal processing, Transfer protocol, etc.
- Related subjects: Digital communications, Digital signal processing, Data communications, Computer network, Wireless network, Parallel programming, etc.

### ■ Core Network SW

- Developing 5G/4G Core system's communications Protocol, Operation and Management SW
- Developing virtualized Core SW based on Cloud (Container technology, traffic processing, distributed processing, etc)
- Related fields : Virtualization, Packet Scheduling, Signal Processing, Transfer Protocol, Cloud, Container, etc.
- Related subjects : Digital communications, Data communications, Computer network, Wireless network, Cloud computing, Distributed processing, etc.

### ■ Management SW

- Developing operation and management SW for 5G/4G products and solutions
- Developing cloud platform SW for 5G virtualization
- Analyzing commercial network based on AI/Big Data and Developing operating solution, 5G network analytics
- Security (Encryption, Security protocol, System security )
- Related fields : Virtualization, Cloud, Platform Architecture, AI, Data Analytics, Security, UI, Web, etc
- Related subjects : Open Source SW, Cloud Computing, Data base, Web Programming, Artificial Intelligence, Data Mining, Information Security, etc.

### ■ System SW

- Developing and Optimizing communication system O/S kernel, device driver and performance
- Related fields : Power Management, Boot Loader, Linux, Transfer Protocol, Memory Management, Firmware, Connectivity, etc
- Related subjects : Computer Architecture, Computer System Design, System Programming, Operating System, Embedded System, etc

## Career Vision

- Growing as an Communication SW Design and Development Expert who can implement 5G/4G and new generation high-speed wireless communications
- Securing the Expertise of the next-generation communications platform including developing network virtualization, cloud solution, AI and Analytics based on Big data

## Job Description

### Requirements

- Computer Science, Electrical/Electronic Eng., Industrial Eng., Mechanical Eng., Mathematics, Statistics, Physics, or other related majors
- Understanding programming languages (C/C++, Python, Java, etc.), and algorithm problem solving skill

### Pluses

- Master's degree in Communications/Computer
- Holders of knowledge-based communication SW development capabilities related to wired wireless communication networks
- Ability to perform projects utilizing software/hardware platforms
- Internal/external experiences related to the job roles



# Software R&D

(Samsung Research · Seoul)

## Summary

Samsung Research reflects new technologies in SET business products based on expert knowledge of software technology and creates innovative value via creative and analytical thinking.

## Role

### ■ Software Engineering

- Innovation of code and test quality
  - Developing AI-based code analysis and automated code review service
  - Developing refactoring support tools to improve design and safety quality
- Innovation of SW development Process and infrastructure
  - Developing Web IDE service for remote SDK based on Kubernetes
  - Design of Web UX considering data generated from SW development infra
  - Developing agent to cover remote test service and function enhancement
- Related field: Software Quality, Software Reliability, Connectivity, Software Development Kit, Agile, Data Analysis
- Related course: Software Quality, Information Systems, Software Systems, Distributed Systems, Database

### ■ Platform SW

- Development of Linux-based Tizen OS and Platform applied to smart and IoT devices
  - Enhancement and performance optimization of Embedded OS and Platform configuration modules (Graphics Engine, UI Toolkit, AI Framework, Resource Management, Remote Procedure Call)
  - Discovery new scenario and innovative services for customer experience in a multi-device IoT environment
- Related field: OS, Kernel, Compiler, Embedded System, Server, Multimedia, Virtualization, Web, .NET(C#)
- Related course: OS, Compiler, Algorithms, Data Structure, System Programming, Graphics, Data Communications

### ■ Next Generation Devices

- Discovering and developing new screen devices reflecting new lifestyle
  - Developing 3D image processing and multimodal interaction technology for next-generation displays
  - Developing of media processing technology (compression, video quality improvement) via AI algorithm
- Developing On-Device AI solution targeting Visual Display device
  - Neural network runtime and compiler toolchain development
  - Extend neural network framework compatibility and secure developer utility
  - Accelerator and system design using high performance synthesis (HLS) and design space Exploration (DSE)
- Sensor Fusion based on combination of various sensory data
  - Design of sensor firmware and I/O interface
  - Design of bio-signal processing algorithm and kernel porting
- Related field: Visual Display, Augmented/Virtual/Mixed Reality, Computer Vision, Sensor Fusion, Data Analysis
- Related course: Signal and System, Computer Vision, Parallel Computing, Computer Architecture, Sensor Network

### ■ Artificial Intelligence

- Research on next-generation machine learning algorithms by integrating deep learning and symbolic AI
  - Design of efficient reinforcement learning algorithm by utilizing symbolic AI
  - Research on combination of structural knowledge and deep learning via graph neural network
- Algorithm design and solution development in the field of NLP, Speech Processing and Computer Vision
  - Research on ASR, TTS, Event Detection and Sound processing technology for interactive assistant
  - Design of data Analysis and signal processing (detection, classification) algorithm based on neural architecture
  - Developing human presence detection and localization solution based on various data analysis

## Job Description

- Neural architecture search, QA, Machine Translation algorithm design
- Developing of multilingual neural network architecture model & light-weight On-device solution
- Research on object recognition and image generation technology for visual recognition of smart devices
- Research on multimodal technology that performs natural interaction by understanding user's exact intention
- Research on robot and digital-human simulation
  - Generation of Synthetic AI data and design of reinforcement learning algorithm used for simulation
  - Developing large-scale distributed indoor/outdoor virtual simulation environment system
- Related field: Machine Learning, Deep Learning, Reinforcement Learning, Computer Vision, Natural Language Processing
- Related course: Artificial Intelligence, Computer Vision, Big Data, Probability and Statistics, Algorithms, Linear Algebra

### ■ Big Data

- Research on various AI services using data analysis
  - Research on user behavior analysis and Explainable AI based on data analysis
  - Modeling and optimization of machine learning via distributed parallel framework
  - Developing distributed recommender system based on reinforcement learning and framework optimization
  - Research on cloud computing technology and schedule optimization considering environment and resources
- Related field: Big Data, Cloud Platform, Database System, Parallel Computing
- Related course: Computer Architecture, Big Data, Algorithms, Database

### ■ Next Generation Communications

- Developing and optimizing 5G vRAN SW based on x86 SIMD architecture and HW accelerator (FPGA, GPGPU)
- Developing and optimizing UPF packet processing acceleration SW for high performance 5G vCore system
- Developing container-based network virtualization platform and intelligent network function control software
- Developing low latency and high quality media streaming technology and AR/VR technology for 5G services
- Related field: Radio Access Network, Cloud Computing, Distributed system, high-performance computing
- Related course: Parallel Computing, Computer Network, Data Communications, Computer Architecture

## Career Vision

- Machine learning algorithm expert who leads the next generation of AI technology
- AI technology researcher creating common experiences optimized for various products and services
- Growth as a system expert through the process of securing a total and optimization solution

## Requirements

- Computer Science/Eng., Electrical/Electronic Eng., Industrial Eng., Mechanical Eng., Mathematics, Statistics, Physics
- Machine learning, deep learning algorithm design and implementation capability
- Understanding programming languages (C/C++/Java, etc.), and algorithm problem solving skill
- Holders of knowledge-based communication SW development capabilities related to various fields

## Pluses

- Internal/external experiences related to the job roles
- Author of SCI-level papers, or patents related to the role
- Fluent foreign language ability to communicate with overseas subsidiaries
- Ability to perform projects utilizing software/hardware platforms
- x86 SIMD architecture, GPU-based multi-core programming and optimization experience holders
- Experienced in developing interactive streaming application services such as AR / VR / Game

# Mechanical R&D

(Visual Display Business · Suwon)

## Summary

Developing and realizing design models suitable for required functions and performance for products based on the mechanical structure and element design expertise.

※ TV, Monitor, Display(LCD/LED Signage, Hotel TV), etc.

## Role

### ■ Mechanical Design

- Realization of interior/exterior design of products such as TV, Monitor, Signage, E-board, Sound Bar, etc. via optimal mechanical designing
- Designing and developing the front and rear exterior components of display products.
- Optical components (Lens, Light Guide Panel/Component), light source (LED), Panel BLU(Back Light Unit) design, etc.
- Analysis of the reliability test and result of components and products.
- Related Major : Mechanical Design, Thermodynamics, Structural design etc.

### ■ Mechanical Solution

- Research on optimized solution of heat dissipation performance of the various products' such as TV, Signage etc. via thermal analysis.
- Satisfying reliability and design review of the rigid bodies via extreme condition simulation test, transportation environment simulation test etc.
- Design review of the rigid member for satisfying reliability of packing/stand/mount
- Conducting research on weight reduction and improvement of rigidity and strength via optimal design. (Structural Analysis)
- Development of molding technology, optimal processing methods
- Development of Injection mold and Press die
- Injection molding analysis, CMF development (Material development, Development of the new technologies for surface treatment)
- Related Major : Heat transfer, Thermodynamics, Structural mechanics, Finite element analysis, Material mechanics, Metallic mold engineering, Elasticity etc.

## Career Vision

- Grow as a mechanical R&D expert with Visual Display Business which have topped the world's TV market for 14 years in a row and the world's Digital Signage market for 11 years in a row.
- Processing development from mechanical design of TV, Monitor, Signage, LED Display products to reliability test of components and products.
- Improve competitiveness through research and development of mechanical design technology for next-generation screen.

## Requirements

- Mechanical Eng., Physics, Mathematics or other related majors
- Having knowledge of 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
- Having knowledge of mechanical materials, manufacturing methods for mechanical manufacturing  
ex) Mechanical elements design, materials, manufacturing technology

## Job Description

### 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.)
- Author of SCI-level papers, or patents related to the job roles
- Fluent foreign language ability to communicate with overseas subsidiaries

# Mechanical R&D

(Digital Appliances Business · Suwon)

## Summary

Dynamically schematizing the product's functions and required performance, realization of design models, detailed parts in the internal structure of the product to derive analysis and solutions of products and components

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

## Role

### ■ Mechanical Design

- Design structural parts via product assembly design, structural and strength engineering, element design and utilization
- Realize manufacturing of products from the designed form by optimizing assembly and installation
- Related Fields : Actuator, Gear, Cam, Link, Hinge, Rail, Latch, Cabinet, Drawer, etc.
- Related Subjects : Mechanical Element Design, Mechanism Design, Mechanical Drawing, Materials, Dynamics, Design Optimization, etc.

### ■ Vibration · Noise Design

- Design and interpret low-vibration/low-noise appliances, analyze and design sound quality to provide user-friendly products
- Related Fields : Vibration Absorber, Ball-balancer, Damper, Stopper, Spring, etc.
- Related Subjects : Mechanical Vibration, Sound Engineering, Sound Control, Dynamics, etc.

### ■ Thermal · Fluid Design

- Design parts to realize the system algorithm and optimize the energy performance through engineering the systems based on heat transfer, cooling cycle, HVAC(Heating, Ventilating, and Air Conditioning), etc.
- Related Fields : Fan, Heat Exchanger, Heat-sink, Duct, Distributor, Condenser, Blade, etc.
- Related Subjects : Fluid-dynamics, Thermodynamics, Heat Transfer, HVAC, Flow Simulation, etc.

### ■ CMF(Color, Material, Finishing)

- Develop finishing methods, novel material, surface processing methods, and molding technology to enhance the product performance and outer design
- Related Field: Coating/Plating Technology, Hot-stamping, Metallic Materials, Film Sheet, Resin, etc.
- Related Subject : Material Science, Material Dynamics, Electrical Chemistry, Surface Engineering, Inorganic materials Engineering, Electrical Materials Engineering, Material Thermodynamics, etc.

## Career Vision

- Develop career as an engineer with ability to design core mechanical parts to meet the mechanism, design, and performance requirements
- Experience the entire mechanical engineering process from the core part design to advanced element technology development
- Lead the trend of global home appliances market via designing of the strategic, next-generation products by cooperation with domestic and international research centers

## Requirements

- Mechanical Engineering, Mechanical and Aerospace Engineering, Mechatronics, Refrigerating/Air Conditioning or other related majors
- Ability of mechanical design, measurement, operation and control to understand mechanical development
- Knowledge on mechanical materials, manufacturing methods for mechanical manufacturing

## Job Description

### Pluses

- Ability to utilize 2D/3D design tools (NX, CATIA, UG, Solidworks, etc.)
- Ability to design heat and fluid, structure (Fatigue, Falling), dynamics simulation elated to the role (STAR-CCM+, CFX, ABAQUS, LS-Dyna, RecurDyn, DAFUL, Optimization, etc.)
- Author of SCI-level papers, or patents related to the role
- Fluent foreign language ability to communicate with overseas subsidiaries
- Extracurricular experiences related to the role

# Mechanical R&D

(Mobile Communications Business · Suwon)

## Summary

Through the mechanical structure / element design of various devices of Samsung Electronics, Jobs that provide new experiences and change the lives of users

※ Smartphone (Galaxy S series, Note series, 5G), Tablet, Wearable, Accessories

## Role

### ■ Mechanical Designing

- Design the device mounting, structure, and elements of Samsung Electronics, also implement device design
- Realize designs, mount products, design structures, design and utilize elements (Based on User's experiences)
- Develop waterproof/dustproof product design and new structure
- Design package structures according to product concept, study packaging materials
- Related Fields : Mechanical Design, Manufacturing, Mechanic material development, Waterproof/Dustproof, Packaging, etc.

### ■ Mechanic based interpretation

- Interpretation of structure, fluid and mold injection analysis of Samsung Electronics.
- Improving drop performance
- Related Fields : Mechanical Design, Manufacturing, Functional mechanic material development, Drop test, etc.

### ■ CMF (Color, Material, Finishing)

- Develop polymer, Metal, 3D Glass, inorganic material CMF(Color, Material, Finishing)
- Development, verification and approval of new CMF technology and materials
- Related Fields : Mechanical Design, Manufacturing, Functional mechanic material development, etc.

## Career Vision

- Grow with experts of Samsung Mobile Communications Business, which is Global number one smartphone market share for 8 years in a row, and grow to be the best expert
- Experience everything from design to part reliability and mass production, from prior development to commercialization
- Contribute to improve competitiveness through design of future market-leading strategic/next-generation products

## Requirements

- Mechanical Engineering, or other related majors
- Knowledge on mechanical design, measurement, driving and control to understand mechanical development
- Knowledge on mechanical materials, manufacturing methods for mechanical manufacturing

## Pluses

- Experience with design tools (CAD, CAE tools – NX, SolidWorks, ANSYS, etc.)
- Author of SCI-level papers, or patents related to the role
- Fluent foreign language ability to communicate with overseas subsidiaries
- Internal/External experiences related to the job roles

# Marketing

(Visual Display Business · Suwon)

## 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 results of market sensing and data analysis.

※ TV, Audio, Monitor, Display(LCD/LED Signage, Micro LED, Hotel TV) etc.

## Role

### ■ Product Planning

- Identify opportunities and product strategies through market, consumer, competitor, and technology analysis
- Plan differentiated concepts and create new products concepts that help consumer lifestyles

### ■ 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 model
- Cooperation with retail customers through store inventory management and lineup optimization by analyzing their sales revenue data
- Education platform operation and sales guide and e-learning content production for field force

### ■ Contents & Service Marketing

- Planning of new contents and services of Smart TV and establishment of partnership with cooperative corporates
- Life Cycle management for planning, launching and operating content and service products
- Operation of digital advertising business based on Smart TV and content competitiveness

## Career Vision

- TV, Monitor, Signage, Hotel TV Product life cycle establishment and management expert with ability to manage sales/profit, establish long-term roadmap of products, and create innovative product concept
- Contribute to marketing strategy optimization based on regional market/product analysis and consumer needs expansion via POD discovery
- Experience a variety of marketing strategies including brand improvement, positioning strategy, communication/promotion, etc.
- Various experience from developing and operating contents as an expert in the field 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
- Ability to understand consumer lifestyles and product purchasing patterns



## Job Description

### Pluses

- Marketing/communication related majors and/or equivalent knowledge
- High understandings and interests of TV, Monitor, Signage and Hotel TV products and technology
- Internal/external experiences related to the job roles

# Marketing

(Digital Appliances Business · Suwon)

## Summary

Based on the market sensing and information analysis results, communicate the differentiated value of products and services to the consumers through effective communication methods to create the desired management goal and raise the brand value

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

## Role

### ■ Product Planning

- Identify opportunities and product lineup strategies through market, consumer, competitor, and technology analysis
- Plan differentiated concepts and establish mid/short-term roadmaps that help consumer lifestyles

### ■ Product Management

- Establish product portfolio and manage PLC(Product Life Cycle) based on the understanding on customers, markets, competitors and technology trend
- Establish POD(Point of Difference) strategy based on analysis of market, consumer, and products/technologies of competitors

### ■ Marketing Communication

- Establish marketing communication strategies such as brand management and launch of new products, develop marketing activities via ATL (media advertising) and BTL (other advertisement)
- Develop and execute marketing strategies, action programs, and campaigns
- Exhibition, promotion, launch event, video/digital contents production

### ■ Channel Marketing (Retail, E-Commerce)

- Establish effective retail communication strategy of a new model by developing guides for shop display and customer response
- Strategically respond to online market expansion and strengthen the business execution ability based on countries/main buyers
- Establish sales strategy through analysis of online consumption trend and consumer buying characteristics

## Career Vision

- Product life cycle establishment and management expert with ability to manage sales/profit, establish long-term roadmap of products, and create innovative product concept
- Contribute to marketing strategy optimization based on regional market/product analysis and consumer needs expansion via POD discovery
- Experience a variety of marketing strategies including brand improvement, positioning strategy, communication/promotion, etc.

## Requirements

- Ability to communicate and give presentations fluently to foreign corporations and customers
- Ability to analyze market conditions and trends based on various channels and data
- Ability to understand consumer lifestyles and product purchasing patterns

## Pluses

- Marketing/communication related majors or equivalent knowledge
- Sensitivity to electronic product trends and high understanding of Samsung's products and technologies
- Extracurricular experiences related to the role

# Marketing

(Mobile Communications Business · Suwon)

## Summary

In this job, you will design and commercialize our products, experiences, and unique selling points based on market and consumer analysis. With effective communication skills, you will deliver these core competencies to our customers that enhance our brand value and achieve our business goals. ※ Smartphone, Wearable, Tablet, etc.

## Role

### ■ Product Planning

- Discover opportunities and formulate product strategies through market, consumer, competitor, and technology analysis
- Design and explore new concepts, products, and differentiating features that embrace consumer lifestyles
- Develop/manage regional product portfolios and its go-to-market strategies

### ■ Experience Planning

- Define and develop detailed plans on core Galaxy experiences spanning over our products, apps, services, and features
- Plan and commercialize multi-device experiences and develop/manage its go-to-market strategies
- Establish Galaxy ecosystem with discovery of new features, apps, and services through business partnerships

### ■ Marketing Communication

- Develop marketing strategies such as branding and product launches and design marketing activities with ATL and BTL agencies
- Formulate online/digital marketing strategies and execute various marketing campaigns
- Carry out product launch events, exhibitions, adverts, and create video contents

### ■ Consumer Marketing Insight

- Discover consumer market insights to improve product/marketing/consumer experiences
- Explore and analyze consumer trends and suggest and support business decisions

## Career Vision

- Discover insights through consumer trend analysis with expertise in every product commercialization processes (investigate, plan, develop, go-to-market)
- Grasp latest consumer and IT trends and HW/SW technologies to create new trends and lead mobile industry
- Gain expertise on cost, profit, and revenue structure as well as product life cycle management from product inception to its termination
- Experience diverse marketing strategies such as branding, product positioning, adverts, and campaign development

## 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
- Ability to understand consumer lifestyles and product purchasing patterns
- In-depth understanding of new Technologies and emerging cultural trends (incl. Gen-Z)

## Pluses

- Marketing/communication related majors and/or equivalent knowledge
- High understandings and interests of smartphone, tablet and wearable technologies

# Global Sales

(Visual Display Business · Suwon)

## 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, Audio, Monitor, Display(LCD/LED Signage, Micro LED, Hotel TV) etc.

## Role

### ■ 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 : LCD Signage, LED Signage, Hotel TV etc.

### ■ Online Sales

- Set up sales targets and strategies, and support the target planning of the corporate based on E-Commerce (Samsung.com, Pure player, Retailer.com) ecosystem
- Establish and execute the contents marketing strategies centers on Samsung.com and support the sellout of corporate based on customer data

### ■ Sales Operations

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

## Career Vision

- Growing as a Sales Expert leading the expansion of global display business through the various field experience in domestic and overseas markets
- Securing sales operational capability through participating in all process of B2B projects including contract, logistics and installation/maintenance service
- Growing as a Sales Leader proposing innovate business models through understanding display products/technologies and various B2B customer demands

## Requirements

- Ability to communicate with and present to overseas subsidiaries and customers
- Adaptability to global cultures to discover new markets (especially Vietnam, China, India, etc.)

## Pluses

- Sensitive to display product trend and understanding of communications market
- 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
- Fluent foreign language ability to communicate with overseas subsidiaries

# Global Sales

(Mobile Communications Business · Suwon)

## Summary

Global Sales position works to maximize Samsung's sales in the Mobile Industry by establishing sales goals and strategies of each region/customer, by analyzing each individual market demands and competitive environments based on overall understanding of customers, markets, and products.

※ Mobile Comm. Products: Smartphone (Galaxy S series, Note series, A/M series etc.), Tablet, Wearable (Watch, Buds)

## Role

### ■ Product Management

- Establish product line-up strategy of each channel by analyzing our customer/market trends, and manage PLC (Product Life Cycle) of individual models.
- Set up price positioning strategies based on competitor analysis to increase market share of Samsung's Galaxy brand.
- Lead on product delegations and R&D schedule management in order to launch new products at the optimum time to maximize sales.

### ■ Sales Management

- Discover new business opportunities through mobile industry market trend sensing, and establish mid- to long-term sales strategy
- Manage supply of all mobile products based on SCM (Supply Chain Management)
- Manage business operations for all Mobile products (smartphone, wearable, tablet) by maintaining optimal distribution and inventory levels with considerations to sales data.
- Manage key performance indicators (KPI) such as sales, profit and loss, and market share

### ■ Channel Marketing

- Plan a "Go-To-Market (GTM)" launch guide for new models, of which includes developing/specifying retail communication strategies for each channel, educating field sales employees, etc.
- Apply Global Galaxy brand story of Mobile Communications Business to fit different market/customer situations and requirements.
- Create strategies and ideas to coordinate effective promotions, by analyzing sales trends of each product.
- Establish strategies to strengthen online channels of each region. (Samsung.com / Pure player / retailer.com)

## Career Vision

- Develop into a Global Sales expert, leading mobile industry through various field experience.
- Enhance global communication skills through cooperation with top global business partners and customers.
- Secure business operation abilities in participation of entire process from product planning and production to actual sales to customers.

## Requirements

- Ability to communicate and present to overseas subsidiaries and global customers.
- Adaptability to global cultures to discover new market

## Pluses

- Those who are sensitive to electronics industry trends and have high level of understanding as to Samsung's Mobile Communications Business'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

(Network Business · Suwon)

## Summary

Proposing model of products/solutions for each country/customer by analyzing market demand and competitive environment based on understanding of global communications B2B customers, markets and products to establish business goals and strategies for maximizing sales and profits

## Role

### ■ Global B2B Sales

- Analyzing related information & trend for markets/competitors
- Establishing sales proposal strategy for specified region & customer based on understanding of communications technology and base station products
- Managing customer commercial requirements (price / installation / perspective of service)
- Price/ T&C proposal, negotiation & contract
- SCM (Managing inventory/Logistics/Delivery), Installation/maintenance service, etc.
- Sourcing 3rd party solution and making a ODM/OEM contract

### ■ Global B2B Technical Sales

- Proposing wireless network evolution strategy based on trends in communications technology
- Proposing suitable technical solution to meet customer needs based on understanding of communications technology and base station products
- Analyzing market/competitor in terms of technology & product, Establishing technical strategy for specified region & customer
- Managing customer technical requirements (Network / Solutions)
- Product/Technical proposal, negotiation & contract

### ■ Global B2B Marketing

- Analyzing telecommunications industry trends and supporting product marketing (sales decks & brand naming)
- Developing and executing marketing & communications strategies
- Planning and developing global exhibitions and events
- Executing digital marketing strategies and developing digital contents
- Developing and distributing marketing materials

## Career Vision

- Growing as a B2B Sales Expert leading the expansion of global communications business through the various field experience in domestic and overseas markets
- Securing sales operational capability through participating in all process of B2B projects including contract, logistics and installation/maintenance service
- Growing as a Sales Leader proposing innovate business models through understanding network products/technologies and various B2B customer demands

## Requirements

- Ability to communicate with and present to overseas subsidiaries and customers
- Adaptability to global cultures to discover new markets (especially Vietnam, China, India, etc.)

## Job Description

### Pluses

- Sensitive to electronic product trend and understanding of communications market
- 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
- Fluent foreign language ability to communicate with overseas subsidiaries