Sales & Marketing Rotational Program

Title: Technical Sales Account Executive-Entry Level

Work Location: San Jose, CA (HQ)

Please apply online at the Maxim career site: www.maximintegrated.com/careers

Req: 4467BR

Maxim Integrated is a highly successful, $2.3 billion company who services a diverse array of end market segments and customers. With offices and manufacturing sites around the world, we design and innovate award-winning semiconductors that help make the world more integrated. Maxim is a worldwide leader in the design development, and manufacture of analog, mixed-signal, high-frequency and digital integrated circuits. We believe that it is the quality of our people which make us a great company. We encourage and reward bold thinking, teamwork, personal growth, and community involvement.

Role Description

We are looking for candidates who can leverage their problem-solving abilities within a consultative approach in addition to their technical acumen and creativity. For those who enjoy working closely with others, both on internal teams and with external groups.

Do you enjoy meeting/interacting with different people every day? Do you dread showing up sitting in a cube all day? Do you enjoy solving problems and collaborating with customers and teams? Then this role is for you! This Technical Sales Development Program with Maxim Integrated, will begin with a comprehensive training program which will provide you the foundation for an exciting career in customer relationship management. During the year-long rotational program, you will participate in challenging rotations that offer exposure to the company’s entire product portfolio, business processes, operational support, and access to our internal network of professionals. You will also receive personal coaching and mentoring along the way from a team of industry-leading professionals. Upon completion of the training program, you will be assigned to one of Maxim’s field sales offices in North America.

Our sales team has a history of building excellent relationships with our customers through regular face-to-face interaction and by learning each of their products and design challenges. You will work as a team with the assigned experienced Field Application Engineer towards developing and promoting Maxim solutions for a customer base while accurately communicating customer requirements within Maxim and manage all levels of support to exceed customer expectations. Successful execution will win business on current projects and develop the foundation for future growth.

Maxim hires the best and the brightest professionals in the industry and provides them with an environment that encourages ingenuity, independent thinking, personal initiative, and an opportunity to be rewarded for successful performance. Our corporate culture is results-oriented and performance driven. We are interested in speaking with individuals who share these ambitions.

Technical Sales Development Program:

Sales & Customer Operations Rotation:

1. Formalized classroom sales training (sales techniques and strategies)
2. Field sales rotation (shadowing outside sales team)
3. Inside sales rotation (pre/post sales, tools and systems)

Maxim Integrated | 160 Rio Robles | San Jose, CA 95134 | USA
2018 New Career Hire Rotational Program
Technical Support Rotation:
1. Maxim/semiconductor knowledge (Introduction to various business unit teams, customer interactions)
2. Product/technical skill immersion

Technical Marketing Rotation:
1. Competitive Analysis
2. Go-to-market strategies

Minimum Qualifications
We are looking for high-energy individuals who have the following skills and background:

- Bachelor’s degree in electrical engineering or computer engineering
- Soft skills in professional communications -- both verbal and written
- Strong analytical skills
- Detail-oriented with the ability to multitask in a fast-paced environment
- Ability to self-manage and meet deadlines
- Work both independently and with a cross-functional team
- Working knowledge of technology and a firm understanding of best practices

Technical Requirements

- Strong knowledge of electrical/computer/software engineering fundamentals
- Knowledge of analog mixed-signal circuit design
- Digital and software design skills
- Understanding of circuit simulation tools and techniques and/or software development tools and techniques
- Hands-on experience with lab equipment (i.e., oscilloscope, electronic-load, DAQ)
- Experience debugging circuits

"Maxim is an equal opportunity employer and gives consideration for employment to qualified applicants without regard to race, color, religion, sex, national origin, disability or protected veteran status."