



AGM, Memory Solutions

PDF is seeking an experienced Global Area General Manager to join the Memory Solutions team, who is responsible for leading/co-leading PDF's business engagement with memory clients. The AGM is an organized and highly motivated leader with strong initiative and communication skills and possesses the drive to deliver quality results on time in a dynamic, multi-discipline, intensive and highly productive environment.

This is a Global position and requires intensive travel between company offices (San Jose, Hsinchu and Shanghai) and client sites (predominately Asia)

What You'll Do:

- Execute & deliver on PDF's Client projects
- Define and Evolve PDF's memory solutions roadmap in conjunction with PDF domain experts and functional owners.
- Identify new business opportunities, development of customer acquisition strategies and conversion into new/recurring business.
- Own revenue and profitability targets
- Lead team developments with consultants, ED's and support groups.
- Provide continuous interaction with clients at the engineering, management and executive levels.
- Intensive and frequent business travel is required

What You'll Need:

- MS. or PhD. in Electrical Engineering or related applicable field
- Convincing executive-level presence, influence and communication skills
- Demonstrated technical experience in advanced memory technology to secure client trust. Hands-on experience with floating gate, charge-trap and resistive phase-change semiconductor material systems.
- Outstanding domain knowledge in high-volume memory technologies employing highly three-dimensional device technologies: NAND, 3D-NAND, NOR, DRAM, ReRAM
- Demonstrated program management expertise with bringing advanced, 300mm memory technologies through development lifecycle into high-yield, high-volume production
- Cross-functional leadership skills to consistently forge teamwork between device, process, design/technology interface, product, test, reliability, operations and marketing functions with differentiated business results
- Leadership of global teams within complex organizational structures
- Memory roadmap process: Definition of candidates, solution space and timing, balance between alternatives and management of innovation vectors.
- Creative evolution of memory development methodologies to lead innovation of key business drivers, such as development cycle time improvement, performance optimization, yield enhancement, reliability improvement and cost reduction



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- Innovation track-record in memory technology as evidenced by portfolio of patent and publications
- Experience in process characterization – metrology, inspection, electrical characterization, test structure definition/design and non-volatile reliability assurance
- Analysis experience – Yield analysis with TEG and product vehicles
- Experience using statistical data analysis techniques and statistical analysis software tools.
- Experience using design of experiment (DOE).

Job Desirables:

- Demonstrated track record in negotiating and securing business contracts
- Demonstrated ability at strategic supplier management
- P&L responsibility
- Fabless/foundry product and technology experience
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What You'll Get:

- A rewarding career in a highly intelligent and collaborative environment
- Medical, Dental, and Vision Insurance
- 401K
- Life Insurance
- Stock Equity
- Paid Time Off