

IHP Solutions GmbH is offering a position as

Head of *Industry Services* (m/f/d)



IHP Solutions GmbH is a 100% subsidiary of *IHP - Innovations for High Performance Microelectronics*. *IHP* performs research and development in the fields of silicon-based systems, highest-frequency integrated circuits and technologies for wireless and broadband communication.

IHP Solution was founded in 2015 as an industry-oriented company focusing on technology transfer - including direct industrial exploitation and further development of IP from IHP. IHP Solutions commercializes IP, products and services. A strong focus is put on Foundry Services for international customers utilizing the IHP SiGe-BICMOS technology and producing customer-specific integrated circuits (ICs) on IHP's small volume pilot line.

Therefore, IHP Solutions is looking for an experienced manager or professional with background in semiconductor industry, microelectronics and/or foundry business.

The main responsibilities with this position are:

- Customer Management & Sales for Foundry Services (MPW, Engineering Runs, LVP for ASICs) in close cooperation with IHP key people, scientists and management
- Management & Optimization of revenues and costs in this business area
- Further development of Industry Services under specific consideration of *Value Added Services* (further processing of the ASICs, such as state of the art chip packaging solutions etc.) and Supply Chain Management
- Hands-on support in daily operational activities such as customer correspondence, preparation of quotations, key account management and the like
- Coordination of Marketing activities for *Industry Services*
- Management of currently 4 employees
- Direct report to the CEO of IHP Solutions

The successful candidate possesses the following skills and experience:

- University Degree in Engineering or Technical Sciences
- Sales oriented qualification or experience in the field of applied science or research in micro-electronics
- Significant background in relevant fields (microelectronics, semiconductor technology etc.) is required
- Industry experience is highly beneficial - especially in semiconductor industry, foundry business, telecommunication etc.
- Project Management skills
- Leadership experience is desired but we are also willing to consider ambitious candidates who currently do not yet hold a position as department head or equivalent
- Very good communication skills
- Fluency in English and German is mandatory

IHP Solutions GmbH offers a permanent position in a multi-national and exciting work environment with a high level of flexibility and responsibility. The Technologiepark in Frankfurt (Oder) is ideally connected by public transport and can be reached from Berlin within roughly one hour.

Please take note that the salary of this position is within the TV-L limits with a maximum classification of up to EG 15 depending on your qualification and experience.

Please send your complete application including motivation letter, CV, and copies of relevant certificates and reference letters to:

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