



This is an exciting opportunity in the Everspin Marketing organization. Everspin is searching for an experienced business operation leader responsible for all aspects of business operation and pricing efforts. Individual will lead efforts on these areas for Everspin's innovative world leading MRAM technologies.

**Key Responsibilities**

- Provide leadership and ownership for the business operation and pricing activities to achieve business and financial goals
- Work with sales and operation for Demand/Supply interlock
- Set quarterly and yearly revenue and profit goal
- Track revenue and profit on weekly, monthly and quarterly basis
- Optimize portfolio for revenue and profit maximization
- Support sales and operation for product delivery & logistics
- Lead LTA, MOU, MDF and other strategic agreements
- Set quarterly and yearly pricing strategy for distribution and OEM customers
- Understand market and competitive pricing
- Possess experience in value-based pricing
- Lead cost analysis and cost optimization direction
- Must possess good presentation skills and have executive presence
- 7+ years of successful B2B business operation and pricing experience in semiconductor industry
- This position reports to the Vice President of Marketing
- Bachelor's Degree Required, MBA Preferred

Location: Chandler, AZ