

TI Taiwan Sales & Marketing

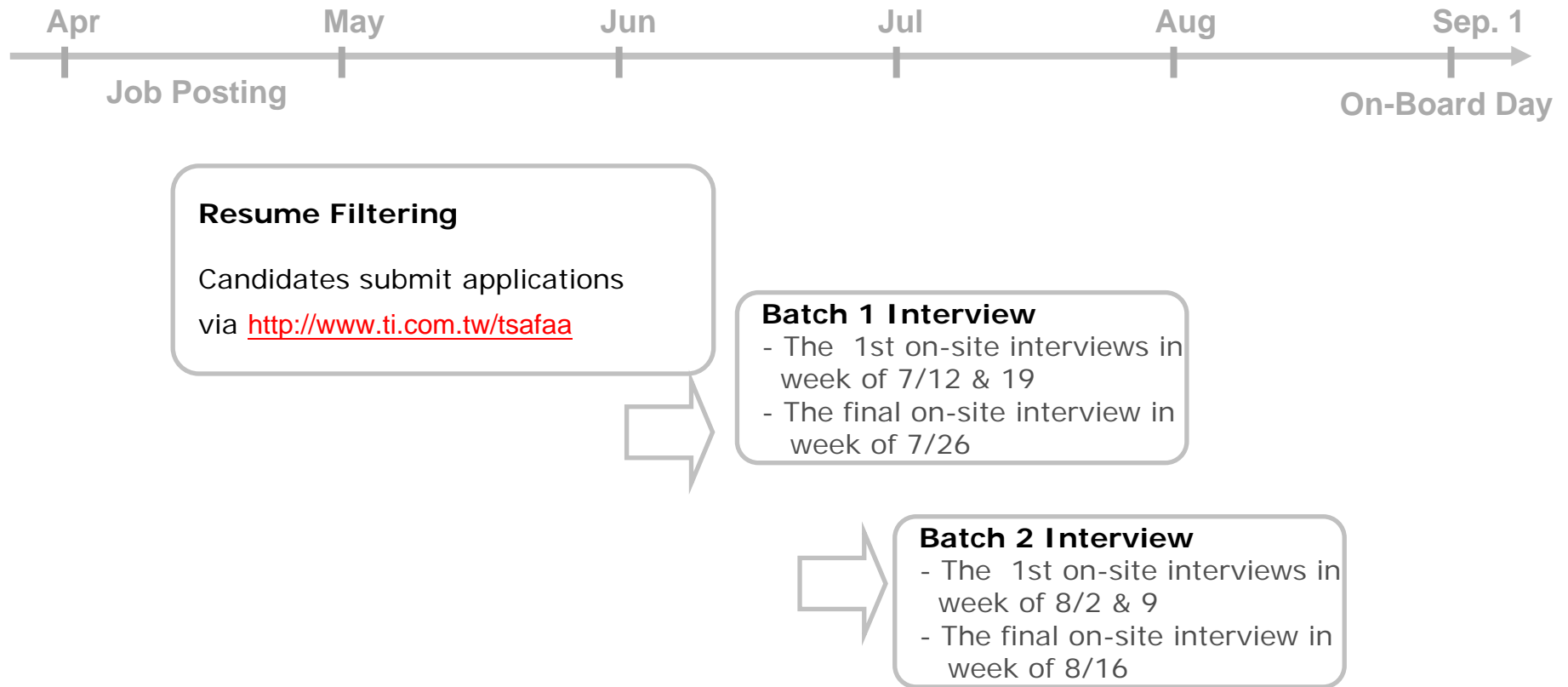
TSA & FAA Program Overviews

May 2010

Human Resources of TI Taiwan Sales & Marketing

1

2010 TSA/FAA Recruiting Process



Taiwan TSA & FAA Program Overview

T e c h n i c a l S a l e s A s s o c i a t e

The TSA (**T**echnical **S**ales **A**ssociate) Training Program is designed to prepare for high potential graduated young talents with master degree in **Electrical Engineering** for a challenging career in [Sales](#). This elite, highly respected program has over a 25-year history at TI Headquarter and deployed to Taiwan since 2003. It provides a unique opportunity to gain valuable product and customer knowledge and develop people skills early in a career. Many successful TI managers started their careers in this program.

The TSA Program consists of job rotations in application and sales departments, participation in a formal training curriculum, and participation in activities that promote networking and business skills, including 3-week of oversea training in U.S. After completing the program, TSAs will be assigned to different Sales Team as Technical Sales Engineer.

Taiwan TSA & FAA Program Overview

Field Application Associate

Our FAA (Field Application Associate) Training Program is designed to prepare for high potential graduated young talents with master degree in Electrical Engineering for a challenging career in [Field Application Engineer](#). Followed with successful experiences in TSA program, FAA program was kicked off in 2004. Individuals are deployed per their different academic background to applications engineering in power management or the analog signal chain field applications. Participants gain valuable experience by working side-by-side with industry experts and customers in challenging work rotations.

The FAA Program consists of shadowing program and on-job trainings in application departments, participation in a formal training curriculum, and activities that promote networking and business skills. After completing the program, FAAs will be assigned to different Sales Team or Analog FAE Team as Field Application Engineer.

Qualifications

Technical Sales Associate

Academic Background
Master degree of E.E.
Electrical Engineering

P.S. Males should complete
military services.

+

Working Experience:
Under one year.

+

Characteristics:

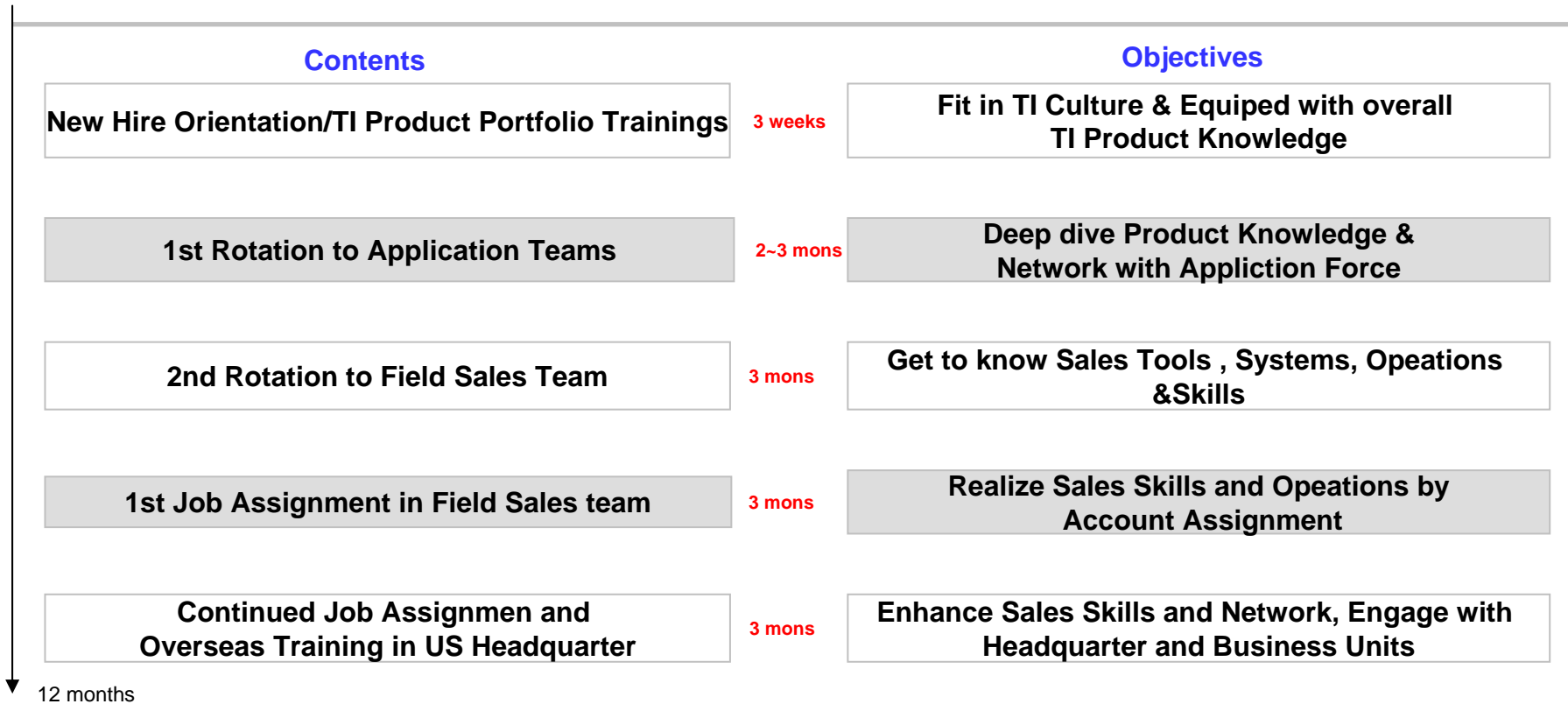
- Good interpersonal skills
- English Communications
- Agressive & Optimistic
- Good EQ and Anti-Pressure capabilities

Field Application Associate

Same with TSA and must have
project experiences in Power,
Signal Chain or Motor Control Field.

Learning and Development Process

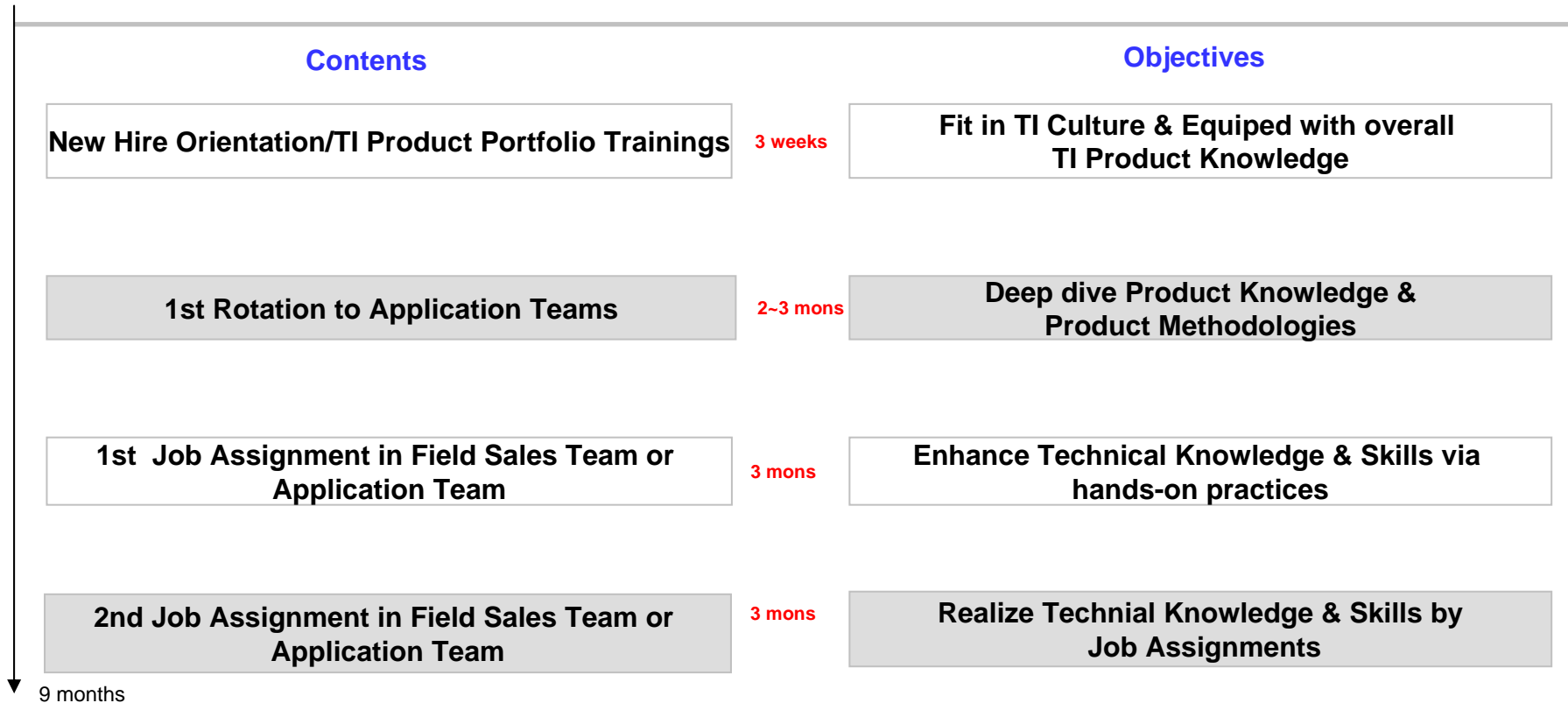
Technical Sales Associate



There are 3 progress check-in and 1 certification panel reviews during this period.

Learning and Development Process

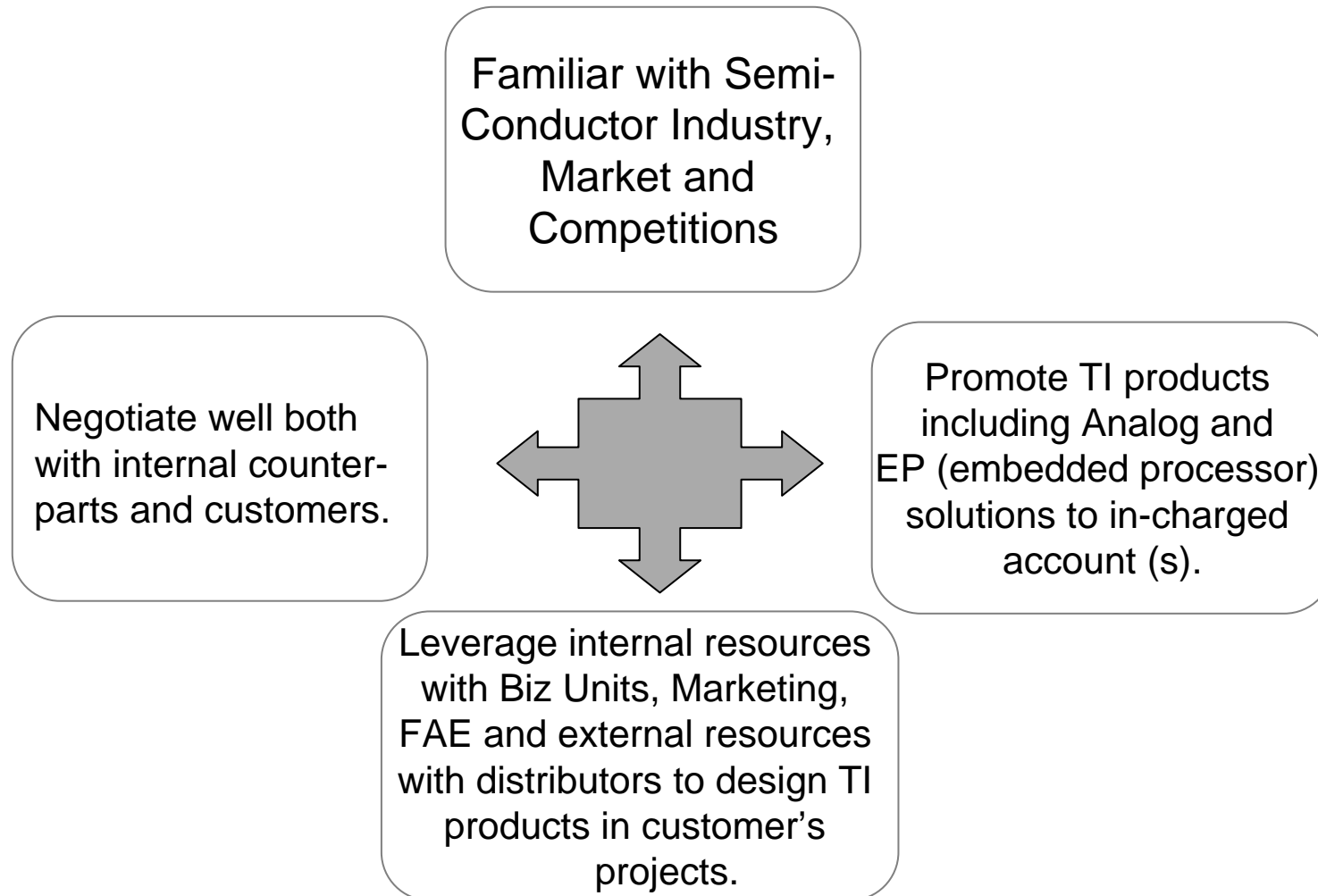
Field Application Associate



There are 3 progress check-in and 1 certification panel reviews during this period.

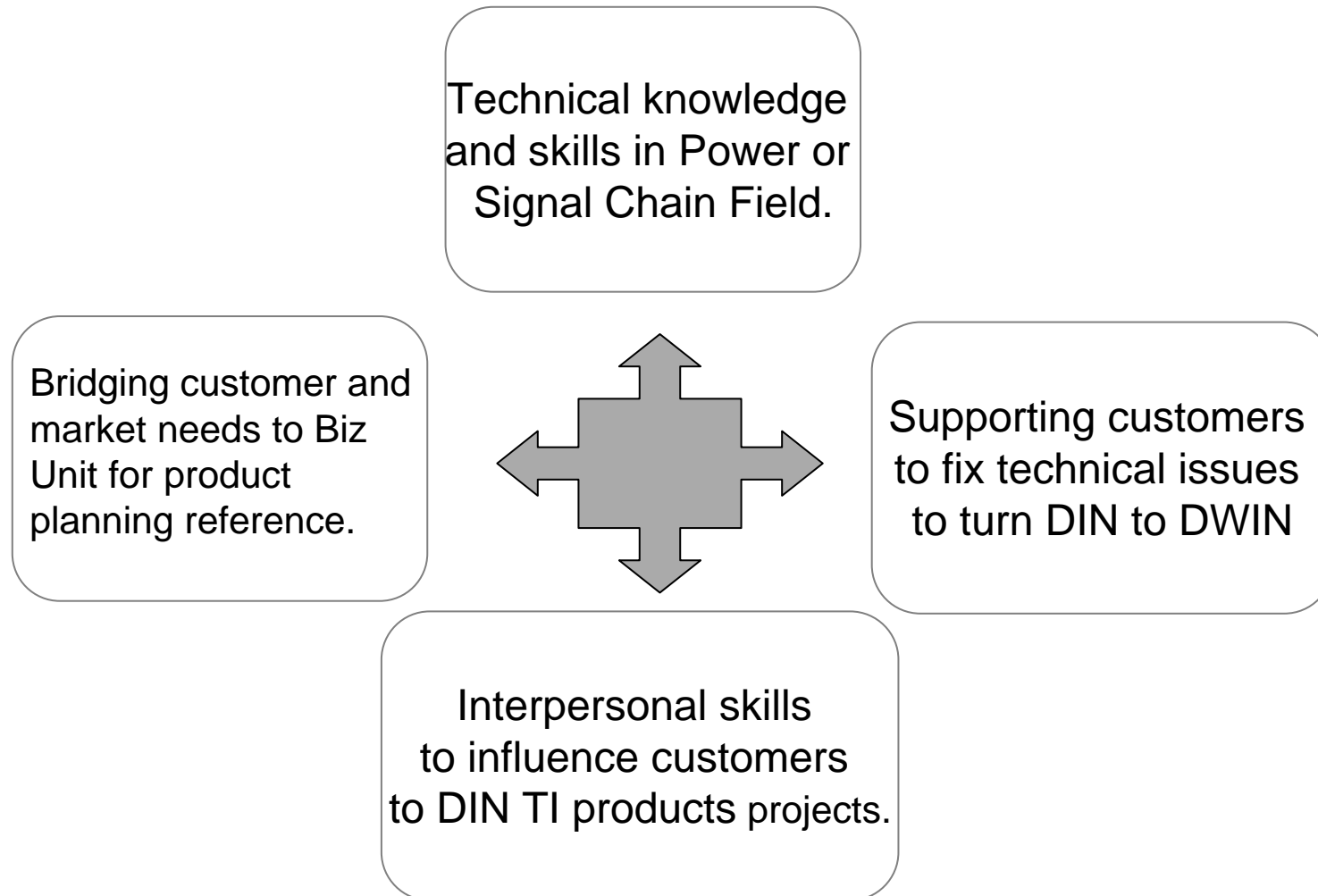
After TSA Program

You will become a **T**echnical **S**ales **E**ngineer and good in...



After FAA Program

You will become a **Field Application Engineer** and good in...



Welcom to Join TI!!

If you are interested in TSA or FAA Program, please submit your application via <http://www.ti.com.tw/tsafaa>