



Shlok Sundaresh

B.S. in Metallurgy & Materials Science, Pune, India (2012)

M.S. in Industrial & Systems Engineering (2014)

Tosoh SMD, Grove City, Ohio

Describe your overall duties/responsibilities as a Global Commercial Manager - Technical Products:

Tosoh SMD is a global leader offering critical, advanced, high purity material targets for the semiconductor industry. As the Global Commercial Manager, I am currently responsible for the strategy, roadmap, deployment, revenue growth and profitability of Tosoh SMD's technical products across a global customer base. It involves managing technically complex programs with customers and strategically aligning and pricing our product offerings to better suit this rapidly advancing semiconductor market. In short, I am currently focused on addressing the global chip shortage challenge by utilizing my techno-commercial experience in the high-purity material supply and thin-film coating industry.

Explain the skills/abilities that are required for being successful in your role:

As I interact with customers globally and coordinate activities with stakeholders such as sales, new product development, procurement, operations and quality, skills such as leadership, communication and teamwork are critical in this cross-functional role. Holistic understanding of the market and customer applications are important along with strong analytical skills to simplify technically complex requirements, thereby providing sustainable, value-added solutions.

Planning, forecasting and executing seamlessly in my role require a strong foundation in core industrial and systems engineering concepts. My background and experience in manufacturing and metallurgy have helped significantly as well.

What advice would you give to students who are considering majoring in Industrial & Systems Engineering?

Industrial & Systems Engineering is a broad discipline that can be well applied across industries. Have an open mind and focus on the process. Develop and upgrade your skills constantly and have a well-rounded approach. Applying the theory and concepts learned in class is extremely important to gauge the depth of your understanding. Pursuing co-curricular activities/projects/internships can help in this regard. Participate in activities and events that you are passionate about and build your network when possible. Make sure you thoroughly enjoy this journey!

