

## Job Families

### Research & Development Families

Hardware Engineering  
Electronic Design Engineering  
Mechanical Design Engineering  
Hardware Engineering Default  
Multi-Discipline Hardware Engineering Roll-Up  
Engineer Technician - Hardware  
Engineer Technician  
ASIC Design Engineering  
Semiconductor Design Engineering  
Multi-Discipline Semiconductor Design Engineering Roll-Up  
Network Product Development Engineering  
Optical Engineering  
RF/Wireless Development Engineering  
Telecomm Product Development Engineering  
Network/Telecomm Development Engineering Roll-Up  
Software Applications Engineering  
Software Operating Systems Engineering  
CAD Engineering  
Embedded Software Engineering  
Human Factors Software Design Engineering  
Software Engineering Default  
Software Engineering Roll-Up  
Engineer Technician - Software  
Aeronautical Engineering  
Analog/Digital Signal Processing Engineering  
Systems Design Engineering  
Information Assurance Engineering  
Industrial Design Engineering  
Structural Engineering  
Environmental Engineering  
Packaging Engineering  
Composite Materials Engineering  
Semiconductor Process Engineering  
Development Engineering Default  
All R&D Engineering Roll-Up  
Defense Sector Program/Project Management  
R&D Program/Project Management  
Chemist  
Research Scientist Basic  
Research Scientist Applied  
Research Scientist Default  
Research Scientist Roll-Up  
Laboratory Operations Management

## Technical Job Families

### Customer Focused Support (Technical)

Systems Engineering (Pre-Sales)  
Systems Engineering (Post-Sales)  
Systems Engineering (Pre-/Post-Sales)  
Systems Engineering Roll-Up  
Professional Services Specialist  
Systems Engineering/Professional Services Specialist Roll-Up  
Business Process Analysis - External Focus  
Business Process Analysis - Internal Focus  
Network Engineering  
Applications Engineering  
Technical Support Engineering  
Technical Training  
Field Service Engineering  
Field Service Technician  
Desktop/Deskside Support Technician  
PC Help Desk Technician  
Remote Support Engineering  
Repair Technician (Remote)

### Information Systems

Applications Programmer/Analyst  
Operating Systems Programmer/Analyst  
Enterprise Resource Planning Programmer/Analyst  
Programmer/Analyst Default  
Programmer/Analyst Roll-Up  
Business/Systems Analysis  
Database Analysis  
Telecommunications Analysis  
Network Systems Analysis  
Internal Network Engineering  
Information Systems Architect  
Information Systems Program/Project Management  
Information Technology Operations Management  
Information Technology Outsourcing Management  
Systems Administration  
Client/Server Database Administration  
Information Security Administration  
Cyber Security  
PC Technician (HW/SW Support)  
Computer Operations Support  
Help Desk Coordinator  
Internet/E-commerce Applications Development  
Web Site Design  
Web Site Management/Administration  
Web Site Content Authoring/Editing

## **Manufacturing (Technical)**

Semiconductor Product Engineering  
Equipment Engineering  
Configuration/Release Engineering  
Industrial Engineering  
Chemical Engineering  
Manufacturing Technician  
Manufacturing Maintenance Technician  
Hazardous Materials Technician  
Semiconductor Process Technician  
Semiconductor Equipment Technician  
Semiconductor Equipment Operator  
Chemical Operator  
Manufacturing Engineering  
Manufacturing Process Engineering Default

## **Quality**

Hardware Test Engineering  
Quality Engineering  
Reliability Engineering  
Software Quality/Test Engineering  
Software Quality Assurance Analysis  
Quality Engineering Default  
Quality/Manufacturing Process Engineering Roll-Up  
Six Sigma Black Belt  
Calibration Technician  
Test Equipment Technician  
Hardware Test Technician  
Inspector (QA/QC/In-Process/Receiving)

## **Marketing (Technical)**

Product/Brand Management  
Product Marketing  
Product Management/Marketing Default  
Product Management/Marketing Roll-Up  
Technology/Platform/Product Champion (Evangelist)  
Proposal Development  
Marketing Research  
Channel Marketing  
Industry Marketing  
Technical Marketing Support  
Marketing Default  
Marketing Roll-Up

## **Engineering Support**

Technical Writing  
Technical Editing  
Engineering Change Analyst  
Drafter

Designer  
Semiconductor Layout Designer  
PC Board Designer  
Drafter/Designer Default  
Drafter/Designer Roll-Up

### **Other Technical**

Technical Program/Project Management Default  
Mathematician/Statistician

## **Non-Technical Job Families**

### **Customer Focused Support (Non-Technical)**

User Support Specialist  
Customer Service Support  
Sales Operations - Commission Analysis  
Sales Operations - Order Administration  
Sales Support  
Sales Operations - Management  
Client Services Program/Project Management  
Business Development

### **Finance**

Accounting  
Cost Accounting  
Finance  
Finance/Accounting Default  
Finance/Accounting Roll-Up  
Credit/Collection Analysis  
Credit/Collection Support  
Payroll Support  
Payable/Receivable Accounting Support  
Travel and Expense Support  
Finance/Accounting Supervisor Default  
Finance/Accounting Supervisor Roll-Up  
Controller  
Auditing  
Tax  
Treasury Analysis  
Investor Relations  
Mergers and Acquisitions Analysis  
Risk Management  
Stock Administration  
Finance Program/Project Management

### **Human Resources**

Human Resource Generalist  
Human Resource Operations  
Benefits  
Compensation

Executive Compensation  
Compensation and/or Benefits Default  
Compensation and/or Benefits Roll-Up  
Employee Relations  
Labor Relations  
HRIS  
EEO/Diversity  
Organizational Development  
Staffing  
Training  
Human Resource Specialist Default  
HR Program/Project Management  
Human Resource Specialist Roll-Up  
Human Resource Support  
Call Center Representative

### **Legal**

General Law  
Patent Law  
Attorney Roll-Up  
Intellectual Property Licensing Services  
Contracts Negotiation  
Contracts Administration/Management  
Paralegal  
Legal Secretary

### **Manufacturing (Non-Technical)**

Manufacturing Production Management  
Material/Production Control Planning  
Purchasing/Procurement for Manufacturing  
Purchasing/Procurement/Planning Default  
Purchasing/Matl Planning Roll-Up  
Logistics  
Supply Chain Analysis  
Vendor Management  
Inventory Control  
Production Scheduler  
Material Handler  
Machinist  
Maintenance Mechanic  
Machine Operator/Polish/Inspect  
Machine Operator/Sputter  
Assembler

### **Marketing (Non-Technical)**

Marketing Communications  
Graphic Designer  
Promotion/Advertising  
Pricing Analysis

Event Specialist  
Government Relations (non-attorney)  
Community Relations  
Public Relations  
Public/Community Relations Default  
Public/Community Relations Roll-Up  
Social Media

### **Other Administration**

Facilities Engineering  
Facilities Technician  
Construction Project Management  
Real Estate Portfolio Management  
Environmental Health and Safety  
Safety Technician  
Occupational Health Nursing  
Security  
Chief Pilot  
Captain/Pilot  
Co-Pilot  
Business Strategy - External Focus  
Business Planning Analyst  
Web Analyst  
Project/Program Management (Non-Technical)  
Import/Export Analyst  
Purchasing/Procurement for Non-Manufacturing  
Purchasing Assistant  
Information Services Research  
Document Content Specialist  
Office Manager  
Executive Assistant  
Administrative Assistant/Administrative Support  
Receptionist  
Data Entry Operator  
Shipping/Receiving Clerk  
Mail Clerk

### **Sales Family**

#### **Sales**

Field Sales - Direct - Commercial  
Field Sales - Direct - Government  
Field Sales - Direct - Combination  
Field Sales - Direct Roll-Up  
Field Sales - Indirect OEM  
Field Sales - Indirect VAR  
Field Sales - Indirect Distributor  
Field Sales - Indirect Retail  
Field Sales - Indirect Multiple Channels

Field Sales - Indirect Roll-Up  
Field Sales - Direct and Indirect Combination  
Field Sales - Direct and Indirect Roll-Up  
Product/Service Sales Specialist (Overlay)  
Strategic Client Management  
Global Account Management  
National (Domestic) Account Management  
Maintenance Contract Sales  
Retail - Sales (Store)

### **Inside Sales**

Inside Sales Representative - Consumer  
Inside Sales Representative - B2B Supplies, Consumables, Packaged Offerings  
Inside Sales Representative - B2B Product/Service/Solutions  
Inside Sales Roll-Up