



You've worked long and hard for your engineering degree. Now is the time for an easy decision: joining the Texas Instruments Materials & Controls Technical Sales team to become a Field Sales Representative.

WHO IS TI MATERIALS & CONTROLS?

Part of TI for 40+ years, we are a world leader in bimetallic thermal protectors, pressure sensing, engineered materials and radio frequency identification. Annual sales: about \$1B. Employees: about 6,000 in 11 different countries – most at our headquarters in Attleboro, MA. Our products, though usually hidden inside larger products, are pervasive in everyday life: protectors and controls in your car, your refrigerator, your lights, your electronics, your house ... even aircraft and satellites.

IS TECHNICAL SALES FOR YOU?

If you enjoy and excel at the mixing of technical challenges, business principles and interpersonal skills and if you are self-motivated, it could be. By enrolling in our Technical Sales Program you would be part of an extraordinary company and start doing extraordinary things with your time, your talent, your ideas and your energy. To learn more about M&C visit our Web site:

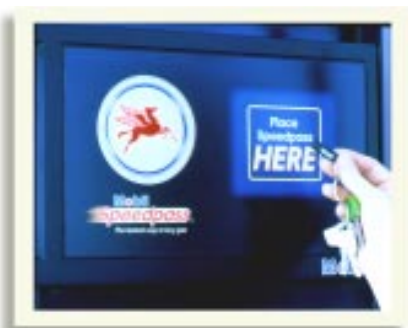
www.ti.com/mc

Or send your resume to:
Texas Instruments Incorporated
Field Sales Dept. (MS 1-7)
P.O. Box 2964
Attleboro, MA 02703
Fax: 508-236-3824
E-mail: cdaneault@ti.com

WHAT IS TECHNICAL SALES?

Think of a sales position with TI as the role of a consultant. You are there to help the customer find the best technical solution to fit their design. A TI salesperson is focused on growing our business and maintaining excellent relationships with key customers. This may mean getting a new TI product designed in at a new customer, or negotiating a multimillion-dollar contract with an existing customer. TI Field Sales Representatives work with all disciplines at the customer and at TI – often at high levels – and use state-of-the-art communication tools. Because of TI's strong reputation and name recognition, cold calling is quite easy. If TI calls, the customer will want to listen. A TI salesperson has the ability to advance his/her own career based on performance and ability to get the job done.

Materials & Controls is a world-class, leading supplier of engineered materials, control devices and electronics used in very diverse applications: aircraft, space, appliance, automotive, truck, HVAC, telecommunications and many industrial applications. You get the opportunity to apply your technical skills, keep up to date with our industry's developments and maximize your problem-solving and decision-making capabilities. Most important, it's fun, fast-paced, exciting and rewarding. Field Sales Representative's compensation: competitive salary plus bonus plan, car plan and excellent benefits.



Radio Frequency Identification improves pay-at-the-pump and many other applications.

THE TRAINING PROGRAM

It is an extensive 8-12 months designed to prepare engineering graduates for a challenging career in sales by utilizing their technical skills in the business world. You will actively participate in each of M&C's five global business units.

For example, you might analyze the engineering components of one of our competitors, help on the design or launching of a new product, work to close a new million-dollar business potential, create new ad/merchandising material or understand how to improve the profitability of an existing product line. You will perform tasks that will enable TI to design, make

and market creative solutions for customers. You will also travel to customers with existing Field Sales Representatives and work with leaders in their field.

LOCATIONS

Most of the 8- to 12-month training period will be either in Attleboro (275-acre campus 35 miles south of Boston) or Dallas, with possible assignments at our Kentucky and Mexico facilities. Candidates must be flexible on ultimate location. M&C has field sales offices in 16+ U.S. locations.

Requirements: BS in any engineering discipline; 3.0 minimum GPA preferred; must be flexible on ultimate location, highly self-motivated, good communicator, articulate, entrepreneurial, trustworthy, organized and capable of managing many projects at once. Other essential assets are problem-solving skills and working well in both a team environment and as a sole contributor. Ideal candidates have a strong desire to learn, to seek continuous improvement and to know how and when to be assertive and persuasive.

