![CareerCross]

![BRS by PERSOL]

Marketing Specialist (Senior Staff)

フレックスタイム制・家賃補助制度など充実の福利厚生

Job Information

Recruiter
PERSOL CAREER CO., LTD.（Bilingual Recruitment Solutions）

Hiring Company
Job-00266685

Job ID
1479692

Division
セールス＆マーケティング テクニカルシステム＆ソリューションマーケティング統括部

Industry
Electronics, Semiconductor

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards

Salary
8 million yen ~ 10 million yen

Holidays
National Holidays; 2 days off every week (weekends)

Refreshed
July 9th, 2024 01:00

General Requirements

Minimum Experience Level
Over 10 years

Career Level
Mid Career

Minimum English Level
Fluent

Minimum Japanese Level
Native

Minimum Education Level
High-School or Below

Visa Status
Permission to work in Japan required

Job Description

The System and Solution Team (SST) is chartered to develop solutions for our customers using the entire portfolio of products in collaboration with Sales and Marketing organization and Business Units. We are a global and multi-disciplinary team with in-depth knowledge of our broad portfolio ranging from microcontrollers and microprocessors, connectivity, memory, analog, power and everything in between.

SST provides solutions to customers ranging from block diagrams and architectures all the way to working proof of concept

designs, depending on what level of integration and support a customer requires.

These solutions can be used by our customers as a reference solution or to shorten the Time-To-Market.

<u>Main responsibilities</u>

- SST is seeking a motivated and experienced Partner Manager to take our solutions to the next level.
- This person will play a pivotal role in expanding our ecosystem of IP/module partners and independent design houses.
- You will be responsible for identifying, collaborating with, and influencing partners to use the company's components, either for their own designs or as a pass-through to end customers building new products.
- You will lead the execution of go-to-market strategies with various partners to create unique and innovative solutions.
- In this role, you will have the overall responsibility to select and manage the different types of partners the company should be engaged with, and to maximize the usage of the company's content with these partners and vice versa.
- For our partners, our company should be the first semiconductor partner they use when developing solutions for customers, and you will be the main person to drive this mental shift.

<u>選考フロー</u>

 1次面接→2次面接→内定

※選考回数は変更する場合もあります。

<u>管理監督者求人について</u>

- 管理職の場合、残業手当の支給なし。

    ※経験・年齢等により管理監督者採用となり、残業代の支給はありません。

<u>昇給</u>：年1回

<u>賞与</u>：年2回

Required Skills

<u>Minimum requirements:</u>

- B.S. required (M.S. preferred) in electrical, computer, or similar engineering fields. In lieu of degree, 10+ years of experience in semiconductors or equivalent industries.
- Development of go-to-market strategies to leverage the company and partner devices to provide greater solution value.
- Business acumen to create deals and partnerships with tangible financial results beneficial to both parties.
- Management of multiple partners concurrently, curating a list of partners with active business engagement.
- Knowledge of design houses and the ecosystem around product development as it relates to semiconductor content.
- Training and support to sales teams to socialize our partner ecosystem with customers.
- Strong interpersonal and presentation skills; able to clearly articulate complex business agreements based on sound management practices.
- Experience working with global teams that have diverse backgrounds and business needs.
- Well organized with attention to detail, accuracy, and target audience.
- Mastery of Microsoft PowerPoint to make compelling presentations that articulate the value proposition of the businesss' solutions.
- Mastery of Microsoft Excel, PowerBI, or similar business analysis software to formulate sound business decisions.

<u>Preferred qualifications:</u>

- Have prior experience running partner or ecosystem programs.
- Previous work in semiconductor sales, FAE or AE roles.
- Proven track record of influencing design houses to use new semiconductor suppliers.
- Have a solid understanding of the Arduino ecosystem and open-source communities.

Company Description

日本の半導体メーカーであり、マイコンやシステムLSIなどの製品を提供しています。組み込みシステムや自動車関連、産業機器、ホームエレクトロニクスなど、幅広い分野でのアプリケーションに使用されています。特に自動車分野では、車載マイコンやドライバー支援システム、車載ネットワークなどの技術を提供し、先進的な車両エレクトロニクスの開発に貢献しています。また、エネルギー効率の向上や環境負荷の軽減を目指した製品も展開しており、持続可能な社会の実現にも取

り組んでいます。