



【1125～1625万円】 Senior Account manager / AMH （Advanced Materials H...

日本インテグリス合同会社での募集です。セールスエンジニアのご経験のある方は歓...

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

日本インテグリス合同会社

Job ID

1487766

Industry

Chemical, Raw Materials

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

11 million yen ~ 16 million yen

Work Hours

09:00 ~ 17:15

Holidays

【有給休暇】有給休暇は入社時から付与されます（初年度最大15日）※初年度有給付与日数は入社月に応じて変動します。【休日】完...

Refreshed

August 1st, 2024 15:07

General Requirements

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Native

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

【求人No NJB2222263】

The Role :

・ Leader in the Semiconductor Industry and is seeking a Senior Account Manager for the company's Advanced Material Handling （AMH） Division. AMH Division provides critical solutions to monitor protect transport and deliver critical liquid chemistries wafers and other substrates for a broad set of applications in the semiconductor industry. We expect that you will embrace the role of business owner providing strategy adding value and executing on growth strategies to achieve success

in AMH business. This role will be based in Japan and be responsible for Account Management of Advanced Logic Foundry and Trailing Device Node accounts.

- ・ Develops and owns the sales plan that achieves revenue profitability and forecasting objectives.
- ・ Understands customer's business and technology roadmaps and drives internal teams for continuous improvement in terms of product quality establishing technical edge and market competitiveness for attaining or maintaining the number one supplier position. Role is also responsible for accurate forecast maximizing revenue margin market share analysis and achieving Annual Operating Plan.
- ・ Understands corporate division and field operations goals and develops account strategies to achieve set sales objectives with the support from manager.
- ・ Participates in global AMH sales and BU team meetings as well as provides new project sales strategies incorporating cross functional team efficiencies to drive maximum revenue on complex sales opportunities.
- ・ Drives effective pricing strategy through contract and price negotiation processes. Focuses on enlarging and developing market share in accordance with total margin strategy.
- ・ Works closely with global and regional support teams such as Applications Engineering Product Management Logistics Quality Finance Customer service and AMH team to ensure indirect pre and after sale service are effectively provided.
- ・ Ensures channel alignment of all sales activities for accounts that are co managed by Direct and Indirect sales channels.
- ・ Develops and maintains senior level industry contacts and relationships to provide opportunities for new business.
- ・ Works closely with Finance Logistics BU and Quality to eliminate non value add cost to improve competitiveness.
- ・ When warranted develops a supplier rating management process with cross functional teams; orchestrates internal action plans based on customer feedback and continuous improvement activities to achieve customer's satisfaction.
- ・ Utilize significant technical knowledge of product lines to maintain and pursue new business opportunities.

In this role you will :

The primary responsibility of the Account Manager will be to grow revenue while protecting profitability and assets for the AMH business unit. The role will focus on achieving BU goals in End User (Semiconductor/Panel/Storage) market segments. Additionally this role will be recognized internally and externally as the customer business owner. We expect that you will work with BU to develop strategic plans and road maps.

What are the expected outcomes ・ What must this role get done in order to meet your business objectives ・ Define "what success will look like."

- ・ Achieve AMH BU Annual Operating Plan target and goal.
- ・ Work with product manager to maintain customer profile (market share Served Available Market)
- ・ Track and win new projects opportunities for AMH business.
- ・ Establishes short/long term business strategies for winning key customer opportunities.
- ・ Maintain and grow current AMH market share.
- ・ Provide competitor information and customer technology roadmap.
- ・ Establish customer intimacy and relationship.
- ・ Complete blue sheet reviews with team for key new projects and opportunities

Required Skills

- ・ 理系出身の方
- ・ 10年以上の営業、セールスエンジニア、フィードバックエンジニアのいずれかの経験
- ・ 半導体業界での営業経験
- ・ 英語でのコミュニケーションが可能な方

Company Description

■半導体、液晶ディスプレイ、ハードディスクやDVDなどのメモリーメディアに代表されるデータストレージデバイスの高精度・高性能化、製造工程の生産性の向上に貢献する製品とサービスを提供■主に半導体業界のマテリアル品質保持管理におけるリーディングカンパニー■各種フィルター、ディスペンシステム、洗浄ツール、出荷・搬送・トレイ製品