



Michael Page

www.michaelpage.co.jp

Senior Sales Representative - Leading EDA Company

Sr Sales Representative - EDA Company

Job Information

Recruiter

Michael Page

Job ID

1493230

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Kanagawa Prefecture

Salary

7 million yen ~ 9 million yen

Refreshed

September 4th, 2024 19:11

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

As a Senior Sales Representative , you will be in charge of 2-3 existing key client accounts, covering all our Software and Hardware products with a main focus on semiconductor manufacturers.

Client Details

Our client is a global leader in the semiconductors and electronics field, offering a comprehensive set of solutions combining sophisticated EDA software and hardware tools.

Description

- Developing account sales plans, understand customer pain points and generate creative business proposals, and ensure their timely execution.
- Constantly engage in active communication with the internal R&D team to stay up to date on the company's solutions portfolio, and collaborate with engineers to deliver on the business proposals.
- Proactively contribute to the strategic growth plans, business targets and company growth.
- Interact with the global team as necessary.

Job Offer

- Competitive Salary up to 9,000,000 (with performance incentives, and other benefits)
- Work flexibility with 2 days/week working from home

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Sultan Anvarov on +81 3 6832 8966.

Required Skills

- Proven work experience in sales/account management/business development electronics/semiconductors industry. Experience of working with digital solutions products is a plus.
- Ability to take ownership of one's own targets and progress.
- Strong verbal and written communication skills. Aptitude in negotiations and building professional relationships.
- Proactive and flexible.

Language Proficiency:

- **Japanese:** Native level.
 - **English:** Business level.
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Company Description

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