



【950～1840万円】 Director Program Management_MS Sales DES Japan

日本インテグリス合同会社での募集です。 営業管理職のご経験のある方は歓迎です。

Job Information

Recruiter

JAC Recruitment Co., Ltd.

Hiring Company

日本インテグリス合同会社

Job ID

1502148

Industry

Chemical, Raw Materials

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

9 million yen ~ 18 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

November 7th, 2024 17:40

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 NJB2237997】

Entegris is seeking a Sr.Manager Program Management located in Japan within our Deposition Etch Solutions (DES) business unit who will assist in managing multiple products/projects in Japan. They will work with global cross functional teams comprised of sales manufacturing supply chain technology finance and other functions. This position also requires direct interaction with external customers.

The Program Director may also serve as the commercial lead for new products being developed through the company's new product introduction process and have direct involvement in the new product funnel.

In this role you will:

- Interface with customers to identify opportunities for growth manage customer timelines and execute on customer deliverables in concert with R D teams and product management teams
- Manage products in the NPD funnel from Opportunities through Concept Feasibility.
- Assist in defining and execute product strategy including partner alliances and product roadmaps.
- Identify and implement market share growth opportunities.
- Leverage partnerships and distributor relationships to meet business objectives.
- Interface with the global sales organizations influencing and directing action to meet business objectives.
- Provide strategic technical and pricing guidance to sales proposals.
- Develop strong product cost of ownership models and business cases to support new initiatives.
- Collaborate with a wide variety of functional areas such as R D Engineering Finance Manufacturing Legal and Supply Chain to accomplish business objectives.
- Create and present marketing materials including presentations data sheets promotional and training materials as needed.

Required Skills

- Bachelor's degree or higher in an engineering or science discipline; an MBA is preferred;
- Prior experience managing projects is required;
- Program/product management experience is required;
- 5+ years experience in sales or a customer facing role is preferred;
- 10+ years experience in the semiconductor materials business; the ideal candidate has a good understanding of semiconductor processes and technology
- Good financial skills include experience with return on investment models and developing cost of ownership models
- The ideal candidate is a self starter who can meet goals with minimal supervision
- Ability to influence up down and across the organization
- Highly analytical in decision making processes yet comfortable dealing with a high degree of ambiguity
- Experience working in cross cultural environment; prior experience with a multi national company is desirable
- Strong interpersonal skills with the ability to communicate effectively across cultures and backgrounds
- Ability to travel domestically and internationally up to 15% as well as participate in telephone calls outside of typical working hours
- Speaks Japanese fluently and understands how to read and speak English

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■主に半導体業界の材料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、ディスペンスシステム、洗浄ツール、出荷・搬送・トレイ製品