



PR/086344 | Sales Manager - Quartz Glass 【El Segundo,CA】

Job Information

Recruiter

JAC Recruitment USA

Job ID

1512764

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 11:05

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

POSITION SUMMARY

Our client is a leading supplier of quartz glass and ceramic components for semiconductor manufacturing equipment, and they are seeking a Sales Manager. This role involves playing a key role in shaping the company's sales strategy, collaborating with the manufacturing and technical teams to ensure product excellence, and driving innovation to meet emerging customer needs.

RESPONSIBILITIES

- Develop and execute sales strategies targeting major semiconductor and equipment manufacturers in the US.
- Build and maintain strong, long-term relationships with key customers, understanding their needs and providing tailored solutions.

- Collaborate closely with technical teams to provide product and technical support and to drive the development of new products based on market and customer needs.
- Conduct market research, analyze competitors, and propose innovative solutions to enhance the company's market presence.
- Identify and pursue new business opportunities, ensuring the continuous growth of the sales pipeline.
- Provide leadership and guidance to the sales team, setting clear objectives and driving performance.
- Regular travel within the US for client visits, trade shows, and business development activities.

PREFERRED QUALIFICATIONS

- B2B sales experience in the semiconductor-related industry

QUALIFICATIONS

- Bachelor's degree or higher
- 3+ years of B2B sales experience in the semiconductor industry, or experience as an application engineer at a semiconductor equipment manufacturer, or as a process engineer or in a technical role in the semiconductor-related industry
- Strong communication, negotiation, and leadership skills
- Proven ability to develop and execute successful sales strategies
- Experience working with technical teams and understanding of product development processes
- Eligibility to live and work in the United States
- Willingness to travel frequently for business

LOCATION AND HOURS

El Segundo, CA

- Full-time, on-site
- Monday to Friday, 8:30 AM to 5:00 PM (Flexible hours available, e.g., 7:30 AM to 4:00 PM or 9:30 AM to 6:00 PM), with a one-hour break

BENEFITS

- 401K after 6 months
- Flexible Spending Account (FSA) for medical and dependent care
- 10 paid vacation days in the first year
- 19+ paid holidays as per company policy
- Sick leave
- Maternity/parental leave
- Medical, dental, vision, life, and AD&D insurance

SALARY USD90,000-150,000 (DOE)

We sincerely apologize, but due to a high volume of applicants, only those who successfully pass the initial screening will be contacted. We truly appreciate your understanding.

#LI-JACUS #LI-US #countryUS

Company Description