

**PR/086344 | Sales Manager - Quartz Glass 【El Segundo,CA】****募集職種****人材紹介会社**

JAC Recruitment USA

**求人ID**

1512764

**業種**

その他（メーカー）

**雇用形態**

正社員

**勤務地**

アメリカ合衆国

**給与**

経験考慮の上、応相談

**更新日**

2025年02月05日 22:00

**応募必要条件****職務経験**

3年以上

**キャリアレベル**

中途経験者レベル

**英語レベル**

ビジネス会話レベル

**日本語レベル**

ビジネス会話レベル

**最終学歴**

短大卒：準学士号

**現在のビザ**

日本での就労許可は必要ありません

**募集要項****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

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会社説明