

Job Detail

Staff Level

Position Title	Sales/Account Manager
Company Name	LTX-Credence Systems K.K.
Activated / Updated	2024-05-07 / 2024-05-07
Job Type	Sales/AE - Manufacturing Sales Sales/AE - Corporate Sales
Industry	Electronics, Components, and Semiconductor Manufacturing
Location	Asia Japan Kanagawa
Job Description	<p>RESPONSIBILITIES :</p> <ul style="list-style-type: none"> • Research and identify new business opportunities - including new markets, growth areas, trends, customers, partnerships, products and services - or new ways of reaching existing markets for Cohu's range of solutions and to develop, promote and grow Cohu solutions into new accounts and customers. • Seek out the appropriate contacts in customers' organization to generate leads and cold call prospective customers • Foster and develop relationships with existing and new customers • Understand the needs of customers and be able to respond effectively with a plan of how to meet these • Develop business sales and marketing strategy • Have a good understanding of the businesses' products or services and be able to advise others about them • Train members of your team, arranging external training where appropriate • Develop and maintain good relationship with key customers to increase revenue with them. • Carry out sales forecasts and analysis and present findings to senior management/the board of directors • Meet and achieve assigned business goals and objectives within his/ her territory. • Liaise with the finance team, warehousing and logistics departments as appropriate to meet customers' order schedule • Seek ways of improving the way the business operates • Attend seminars, conferences and events where appropriate
Company Info	<p>The target customers are expanding to electronic component manufacturers in addition to semiconductor manufacturers, and the products and services handled are expanding from testers to contactors and handlers to provide more complex solutions.</p> <p>Shared values</p> <ul style="list-style-type: none"> • Know your customers more than you, think your business more than you • Speedy & timely • Proactively commit and carry out responsibly • Enjoy work and value teamwork <p>No smoking in the entire building and on site (except smoking area, the 1st basement floor in the building).</p>
Working Hours	9:00 ~ 18:00 (recess period 60 minutes, in principal from 12:00 to 13:00)
Qualifications	<p>REQUIREMENTS & QUALIFICATIONS :</p> <ul style="list-style-type: none"> • Good language skill for English is mandatory, other language skill such as Chinese, German will be an advantage • Degree in Engineering from a recognized university or its equivalent with 4 to 6 years of relevant sales and application, service engineer experience. • Good knowledge of semiconductor and/or electronic components industry and market, competitor's solution, business principles and their requirements. • Working experience in application, service engineer or sales of semiconductor test/inspection equipment or backend assembly equipment will be an advantage. • Strong personal network with semiconductor, electronic components and automotive industry will be an advantage • Good communication and interpersonal skills. • Highly motivated and goal-oriented team player.
English Level	Business Conversation Level (TOEIC 735-860)

Japanese Level	Fluent(JLPT Level 1 or N1)
Salary	JPY - Japanese Yen JPY 6000K - JPY 10000K (Month salary : JPY - Japanese Yen JPY 500K - JPY 833.333K)
Salary Description	Profit Sharing Medical Benefits paid medical leave
Holiday Description	Five-Day Workweek Paid Holidays Congratulatory or Condolence Leave Sick Leave
Job Contract Period	Hiring Fulltime permanent position.
Nearest Station	Mizonokuchi Station

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