

Director of Sales (f/m)

At a glance

Are you an expert to create strong and long-lasting relationship with Customers, have background in Electronics and want to participate in building successful global company in Power Electronics? Then this is just the right job for you! Working closely with our sales and product teams, and with technology development team, will give you the opportunity, as VisIC's Director of Sales, to drive a revolutionary power electronics technology into a commercial success.

Quick info

Location	China (Shanghai, Shenzhen)
Start	August 01, 2017
Type	Full time

Job description

In your new role you will:

- Target new customer engagements within the outlines market segments and generate product design wins.
- Present the company's applications and product advantages to customers, acting as the primary sales interface for several accounts on a regional basis.
- Work with the sales team to manage the current business, be proactive in generating quotes and communicating to the customer to insure continuous relationship building
- Support development of forecasts in close coordination with Sales and Product Managers
- Convert customer's business requirements and technical needs into company portfolio.
- Work with customers outside Sales team to obtain technical priorities, challenges, and initiatives that can be translated into VisIC business opportunities.
- Communicate both business and technical concepts at C-level.
- Study new concepts and architectures in order to exploit the advantages of new technologies including the investigation of advanced drive schemes
- Understand application needs and end-usage of semiconductor switches
- Understand customer technical requirements and design issues and provide guidance to customers

Profile

You will report to directly to company VP Sales and Marketing. You should remain aware of the big picture even in complex situations and make decisions despite uncertain circumstances. You should also cooperate across boundaries and adopt the contributions of other people.

YOU ARE BEST EQUIPPED FOR THIS TASK IF YOU HAVE:

- A university degree in engineering or natural sciences and at least 3 years of experience within the power semiconductor industry.
- At least 5 years working experience, in business development, technical marketing, sales and/or pre-sales in the semiconductor or power electronics arena
- Fluent English and Chinese communication skills (speaking and writing).
- Strong acquaintance in the China market as well as the main big strategic players

WHAT IT TAKES TO BE SUCCESSFUL

Product & Customer knowledge:

- Have good understanding of our suite of products and solutions including the ability to carry out high-level presentations at events including user groups, customers, seminars, webinars and conferences where relevant.
- Work with R&D and Sales to ensure understanding of customer opinions/objections and incorporate these learnings into your work.

Portfolio Vision and Strategy:

- Develop portfolio strategies leveraging marketing research to gain customer and competitive insights.
- Lead a cohesive product pricing strategy aligned to business goals and market demands.