



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

Job Information

Recruiter

JAC Recruitment USA

Job ID

1547811

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

United States

Salary

Negotiable, based on experience

Refreshed

November 26th, 2025 03:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

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.
- Lead negotiations on product specifications, pricing, and delivery schedules.
- 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

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.us/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.us/terms-of-use>

Company Description