

MichaelPage

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Senior Account Manager - IP Products

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Job Information

Recruiter

Michael Page

Job ID

1553658

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

15 million yen ~ 25 million yen

Refreshed

August 1st, 2025 14:55

General Requirements

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

The Sales Director IP will take charge of driving revenue growth and managing client relationships within the industrial and manufacturing sector. This role requires a strategic mindset and a proven ability to lead sales efforts in a competitive market.

Client Details

My client is a global leader in system IP used in semiconductors to accelerate the creation of high-performance, power-efficient silicon. Their products including network-on-chip (NoC) interconnect IP and system-on-chip (SoC) integration automation software are used by the world's top semiconductor and technology companies.

Description

- Develop and implement strategic sales plans to achieve revenue targets in Japan market
- Identify and cultivate relationships with key clients and stakeholders in the market.
- Oversee the entire sales process, from lead generation to contract negotiation and closing.
- Collaborate with internal teams to align sales strategies with business objectives.
- Monitor market trends and competitor activities to identify new business opportunities.
- Provide accurate sales forecasts and performance reports to senior management.
- Lead, mentor, and develop a high-performing sales team.

- Represent the company at industry events and conferences to expand market presence.

Job Offer

- Working at the forefront of semiconductor innovation, Arteris specializes in Network-on-Chip (NoC) interconnect IP, which is crucial for high-performance SoC designs. Their flagship product, FlexNoC, has been shipped in over 3.75 billion units as of Q1 2025;
- Collaborate with industry leaders across diverse sectors like automotive, AI, and communications, gaining broad exposure;
- The company's global presence fosters a diverse, inclusive work environment, emphasizing quality and continuous improvement

To apply online please click the 'Apply' button below.

For a confidential discussion about this role please contact Faye Pan on +813 6832 8988.

Required Skills

- This position will report to Japan Country Manager directly. Ideal background of the candidate will require solid product experiences of IP and proven track record in semiconductor market.
- This role will require highly business level of English as will need to communicate with team in Global HQ very frequently.

Company Description

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