



【Tokyo】 Sales Account Manager

アメリカ本社 半導体電源装置にて国内外での高いシェア | フレックスタイム制

Job Information

Hiring Company

Advanced Energy Japan K.K.

Job ID

1582337

Division

Sales – Semiconductor

Industry

Electronics, Semiconductor

Company Type

International Company

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards, Chiyoda-ku

Salary

8 million yen ~ 10 million yen

Work Hours

フレックス（休憩時間：12時～13時）

Holidays

完全週休二日制 土日、祭日、夏期休暇、年末年始 年間休日124日

Refreshed

April 7th, 2026 03:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

«Job Description & Position Highlights»

- As a sales representative for plasma power supply products in the semiconductor and thin-film industries, you will be

responsible for developing new and existing accounts, making sales proposals, and providing technical support.

- The opportunity to engage with customers in the advanced semiconductor and thin-film process sectors and contribute to the development of cutting-edge technologies.
- An environment where you can leverage your English and Japanese skills to collaborate with global teams and thrive as a highly specialized technical sales professional.
- A position offering a competitive annual salary of 8 to 10 million yen, with the opportunity to gain global sales experience, including overseas business trips.

【Job Responsibilities】

Prospects and penetrates Thin Film Industries market within Japan to identify and pursue AC_DC plasma generator product opportunities in a variety of applications and processes, manage all aspects of sales and support activities at those accounts and/or assigned territories, and increase sales revenues and customer satisfaction.

Will travel to support customers.

■ESSENTIAL RESPONSIBILITIES:

- Identifies, qualifies, and pursues sales opportunities at existing and new accounts within assigned area.
- Coordinates activities to increase sales and establish and maintain a high level of customer satisfaction at all accounts.
- Penetrates all levels of assigned accounts on a face-to-face basis to ensure an intimate, timely, and firsthand knowledge of customer issues.
- Produces quotations and books orders for all sales activity at assigned accounts.
- Provides initial level of technical support at accounts.
- Arranges for advanced levels of support from AE customer service, applications, engineering, marketing, etc.
- Develops account profiles, including competitive positions and sales volume, sales opportunities, company direction, decision makers, etc.
- Produces and updates account strategies and tactics.
- Forecasts sales in accordance with AE processes and procedures.
- Works closely with AE marketing and Engineering to ensure rapid response to opportunities and effective solution to customer issues at account.
- Travels as needed to properly perform all aspects of duties for remote customers.
- Performs other duties as requested.

■WORK ENVIRONMENT:

Works in a standard office environment and uses general office equipment (phone, laptop, copier, etc.).

Local travel is required; approximately 30-40% should be expected.

■REPORTS TO:

Japan Senior Sales Manager

■RECEIVES ADDITIONAL DIRECTION FROM:

Japan Country Manager, VP of Plasma Products Sales, Product Management

Required Skills

【SKILLS】

- Good working knowledge of thin film, semiconductor, magnetic media and advanced coatings processes.
- Excellent communication skills in both Japanese and English – e-mail, phone, and group and one-on-one presentations.
- Excellent organization skills with attention to detail.
- Ability to condense information into action lists.
- Ability to exercise strong follow-up commitments.
- Strong team player.
- Good problem solving skills and strength in managing conflict.
- Computer literacy with confidence in using Windows, spreadsheets (Excel), word processors (Word), and presentation graphics (PowerPoint).
- Ability to comprehend and relate technical product and process specifications.

【EXPERIENCE - Essential:】

- 5-10+ years thin film industrial equipment / thin film industrial manufacturer or component sales for these equipments experience.
- Proven experience selling and/or supporting a variety of thin film industrial accounts.
- Working knowledge if thin film industry very important – advanced coatings, PVD for semiconductor or magnetic media,
- Prefer experience with vacuum science and plasma processing systems.

【EXPERIENCE - Desirable:】

- Technical skill or expertise for precision power products used for plasma generation.

【EDUCATION - Essential:】

- BSEE or equivalent education and/or experience.

【EDUCATION - Desirable:】

- Advanced business degree or Course study in Sales and Marketin, Business Administration, or Engineering disciplines.

