



## 【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**

June 23rd, 2026 09:00

### 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.

