【Miyagi/Sendai】 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
1582338

Division
Sales – Semiconductor

Industry
Electronics, Semiconductor

Company Type
International Company

Job Type
Permanent Full-time

Location
Miyagi Prefecture

Salary
8 million yen ~ 9 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
November 10th, 2026 07:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

≪Job Description & Position Highlights≫

- Responsible for product proposals and sales activities targeting the semiconductor industry, with a focus on

increasing sales and enhancing customer satisfaction
- You'll have the opportunity to interact directly with a wide range of customers, allowing you to hone your sales skills and problem-solving abilities
- You'll find it rewarding to contribute to solving customer challenges by leveraging your advanced technical knowledge
- The role involves domestic travel and opportunities to use English, and offers a flexible work environment that supports career advancement

【Job Responsibilities】
Prospects and penetrates our customer - Semiconductor accounts within Japan to identify and pursue product opportunities in a variety of processes and applications, 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.
- Coodinates 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 at Sendai and uses general office equipment (phone, laptop, copier, etc.).
Local travel is required; approximately 50-60% 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 semiconductor 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 semiconductor equipment / industorial equipment or component sales for these equipments experience.
- Proven experience selling and/or supporting a variety of high-tech accounts.
- Working knowledge if thin film industry very important – semiconductor.
- 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.

Company Description