



## 【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**

May 12th, 2026 10:00

### 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 ▶

- 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.
- 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 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 / industrial 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