



シニアディレクター、日本セールス / Senior Director, Japan Sales

Job Information

Recruiter

Expert Executive Recruiters (EER Global)

Hiring Company

Expert Executive Recruiters

Job ID

1589909

Industry

Electronics, Semiconductor

Company Type

Small/Medium Company (300 employees or less) - International Company

Non-Japanese Ratio

About half Japanese

Job Type

Permanent Full-time

Location

Tokyo - 23 Wards

Salary

20 million yen ~ 25 million yen

Salary Bonuses

Bonuses paid on top of indicated salary.

Salary Commission

Commission paid on top of indicated salary.

Refreshed

May 12th, 2026 13:00

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Executive

Minimum English Level

Business Level (Amount Used: English usage about 50%)

Minimum Japanese Level

Fluent

Minimum Education Level

Bachelor's Degree

Visa Status

Permission to work in Japan required

Job Description

Senior Director, Japan Sales

Our client is a global semiconductor IP provider serving leading chipmakers and OEMs worldwide. They offer a broad

portfolio of licensed technology solutions across processing, connectivity, and AI applications.

They are seeking a dynamic Senior Director of Sales to grow their Semiconductor IP business in Japan.

The Role

Leading the Sales and Field Application Engineering (FAE) team in Japan, you will drive business growth in the region, reporting to the VP Sales Asia and Middle East. You will collaborate closely with Business Unit leaders and Marketing to identify new sales opportunities, coordinate customer evaluations, and negotiate contracts.

Key Responsibilities

- Prospect for new business opportunities while retaining and expanding relationships with existing customers
- Build trusted relationships with engineering, marketing, executive management, and procurement stakeholders at target accounts
- Negotiate contracts for Silicon IP and Software licensing
- Collaborate with legal teams to prepare licensing agreements

Required Skills

Essential Requirements

- 10+ years of experience and proven success within the Japanese Semiconductor Industry in a senior sales or business development role
- High-energy, self-driven individual with strong ownership of customer relationships, problem-solving capabilities, and ability to coordinate solutions across technical and commercial teams
- Deep understanding of and established connections within the Japanese Semiconductor Industry and/or key end-markets including Consumer IoT, Industrial IoT, Automotive, and Infrastructure
- Strong people management skills with excellent communication and listening abilities; capable of articulating complex issues and solutions to both internal and external stakeholders
- Collaborative approach with exceptional communication skills
- Fluent in English
- Bachelor's or Master's degree in Electrical Engineering or a closely related technical field
- Willingness to travel frequently within Asia and flexibility to work across international time zones (US, Israel, Europe)

Preferred Qualifications

- Experience in semiconductor/silicon IP licensing
- Engineering or marketing background in the ASIC market
- Strategic account management experience
- Product marketing and/or business development experience
- Track record of leading or participating in complex contract negotiations
- Established client relationships within the Japanese semiconductor industry
- Technical understanding of connectivity technologies (Bluetooth, Wi-Fi, UWB), cellular (5G, RAN), and/or artificial intelligence applications in edge devices

Company Description