


# PR/087759 | Sales Manager

## Job Information

**Recruiter**
JAC Recruitment USA

**Job ID**
1619349

**Industry**
Other (Manufacturing)

**Job Type**
Permanent Full-time

**Location**
United States

**Salary**
Negotiable, based on experience

**Refreshed**
November 10th, 2026 09:00

## General Requirements

**Minimum Experience Level**
Over 3 years

**Career Level**
Mid Career

**Minimum English Level**
Fluent Level

**Minimum Japanese Level**
None

**Minimum Education Level**
Associate Degree/Diploma

**Visa Status**
No permission to work in Japan required

## Job Description

POSITION TITLE　Sales Manager

POSITION SUMMARY

In this position, you will be responsible for developing and managing strategic customer relationships within the semiconductor manufacturing industry. You will serve as the primary point of contact for a major account, driving revenue growth, identifying new business opportunities, and coordinating with engineering, service, and operations teams to deliver customer solutions. This role requires a consultative sales approach and the ability to manage complex technical sales cycles with key stakeholders at large manufacturing facilities.

RESPONSIBILITIES

- Manage and grow an assigned strategic semiconductor manufacturing account while maintaining strong relationships with customer decision-makers and technical teams.

- Identify and develop new business opportunities to expand equipment, service, and solution sales within existing accounts.
- Drive revenue growth and achieve annual sales targets through account planning and pipeline management.
- Collaborate with internal engineering, project management, and service teams to develop tailored customer solutions.
- Lead customer meetings, presentations, negotiations, and contract discussions.
- Coordinate technical proposals, quotations, and project implementation plans to meet customer requirements.
- Monitor customer satisfaction and proactively address issues to ensure long-term partnership success.
- Gather market intelligence, industry trends, and competitive information to support business strategy.
- Support new product introductions and strategic initiatives with key customers.
- Travel regularly to customer sites and manufacturing facilities to maintain strong business relationships.
- Represent the company at industry events, conferences, and customer meetings as needed.

QUALIFICATIONS

- Bachelor's degree in Engineering, Business, or a related field.
- 5+ years of technical sales, account management, or business development experience in the semiconductor, industrial equipment, manufacturing, or related industry.
- Proven experience managing large strategic accounts and driving revenue growth.
- Strong understanding of complex technical products, capital equipment, or manufacturing solutions.
- Experience working closely with engineering and operations teams in a customer-facing role.
- Excellent presentation, negotiation, and relationship management skills.
- Ability to manage multiple projects and sales opportunities simultaneously.
- Valid driver's license and ability to travel frequently within assigned territory.

PREFERRED QUALIFICATIONS

- Knowledge of communication protocols and system-level integration testing
- Familiarity with Agile development environments and QA best practices
- Experience with wireless connectivity testing and validation
- Professional QA certifications or equivalent quality engineering credentials
- Background supporting automated testing, product reliability, and system performance validation

LOCATION Cover Idaho or Oregon area (you can pick the location since they are hiring 2 headcounts)

WORK ARRANGEMENT Full-remote

SALARY USD 120,000-150,000 Base + bonus

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description