Key Account Manager | Semiconductor Litho Materials | Tokyo

¥7–10M with bonus | Remote work available

Job Information

Hiring Company
Qnity Japan

Subsidiary
EKC アドバンスド・エレクトロニクス3ジャパン株式会社

Job ID
1624049

Industry
Electronics, Semiconductor

Company Type
Large Company (more than 300 employees) - International Company

Non-Japanese Ratio
Majority Japanese

Job Type
Permanent Full-time

Location
Tokyo - 23 Wards, Chiyoda-ku

Train Description
Ginza Line Station

Salary
7 million yen ~ 10 million yen

Salary Bonuses
Bonuses included in indicated salary.

Work Hours
9:00 - 17:30　※フレックスタイム制度、裁量労働制、または管理職としての採用となります

Holidays
土曜、日曜、祝日、年末年始、創立記念日、年次有給休暇、特別有給休暇（冠婚葬祭等）、私傷病休暇、育児休暇、介護休暇

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General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

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

Minimum Japanese Level
Fluent Level

Minimum Education Level
Bachelor's Degree

Visa Status
Permission to work in Japan required

Job Description

Why join us?

- Manage relationships with major semiconductor manufacturers in Japan and help grow Qnity's semiconductor materials business.
- Work with global teams to bring new lithography materials and technologies to customers.
- Take ownership of your account strategy, with a potential path into management.

About the role

We are seeking an experienced and highly motivated Key Account Manager to manage and expand relationships with some of the most important customers in the global semiconductor industry.
As a Key Account Manager for Litho Technologies, you will be responsible for driving sales growth and promoting our advanced lithography materials and technologies to leading semiconductor manufacturers. You will serve as the primary commercial interface with key customers and play a critical role in strengthening customer partnerships while identifying new business opportunities.
Litho Technologies Japan is positioned for a growth, supported by continued investment in technology, manufacturing capacity expansion. In this role, you will collaborate closely with cross-functional teams including R&D, Tech, Supply Chain, Quality, Manufacturing Operations, and Marketing to develop and execute customer-focused strategies that deliver sustainable revenue growth.
You will be responsible for developing and implementing strategic account plans covering both short-term (1-2 years) and mid-term (3-5 years) horizons. Success in this role requires a deep understanding of customer needs, market trends, and competitive dynamics, as well as the ability to align internal resources to execute growth initiatives effectively.
The successful candidate will build trusted relationships with key decision makers, lead commercial negotiations, promote new products and technologies, and ensure successful execution of strategic growth programs across assigned accounts.

Responsibilities:

- Develop and execute strategic account plans to drive profitable growth within assigned semiconductor accounts.
- Build and maintain strong relationships with key decision makers and stakeholders at customer organizations.
- Identify and capture new business opportunities while expanding existing product portfolios.
- Lead customer engagement activities and coordinate cross-functional support from R&D, Supply Chain, Quality, Manufacturing, and Marketing teams.
- Promote new technologies and products, getting POR from the customer.
- Monitor market trends, customer roadmaps, and competitive activities to identify growth opportunities and business risks.
- Develop accurate sales forecasts and contribute to business planning processes.
- Negotiate commercial agreements and support contract discussions with customers.
- Deliver sustainable revenue and profitability growth while maintaining high customer satisfaction.

What you'll bring

- More than 3 years of experience in semiconductor sales or account management.
- A bachelor's degree in chemistry, materials science, electronic engineering or a related scientific or engineering discipline.
- Fluent Japanese and business-level English.
- Ability to manage accounts independently and coordinate across teams.
- Willingness to travel within Japan and permission to work in Japan.

Knowledge of semiconductor materials or manufacturing processes, marketing or market analysis experience, and experience working with global teams are welcome.

Location, Pay and Benefits

- **Location:** Qnity Group's Japan headquarters in Nagatacho, Chiyoda-ku, Tokyo, a one-minute walk from Tameike-sanno Station. Remote work is available.
- **Compensation:** ¥7–10 million including a performance-based bonus, depending on experience and skills.
- **Hours:** Standard hours are 9:00–17:30. Where flextime applies, core hours are 11:00–15:00.
- **Benefits:** Commuting allowance, social insurance, a corporate defined contribution pension and employee health support. Weekends, public holidays and year-end holidays are off, with paid annual leave and other leave provisions.

Required Skills

Qualifications:

- University graduation, Chemical degree is preferable.
- 5-10 years Account Management experience in Chemical Industry
- People leadership potential, team player and good initiative innovator.

- Ability to work independently and communicate effectively/broadly with external/internal channels to support diverse product lines of ST-Litho.
- Results driven, Action-oriented, Self-motivated, plus the ability to develop and execute strategy.
- Ability to use basic Marketing methodologies and tools to analyze the target market is Plus.
- Good Communication skills in English and Japanese for verbal, presentation and written reports.
- Ability to travel (mainly in Japan) frequently (30-70%).
- Learning agility and willingness to learn Semiconductor technology
- Computer proficient including MS Office skills (Word, Excel, Power Point).

Company Description