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## Semicon Business Development Sales

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#### 募集職種

##### 人材紹介会社

マイケル・ページ・インターナショナル・ジャパン株式会社

##### 求人ID

1553606

##### 業種

ハードウェア

##### 雇用形態

正社員

##### 勤務地

東京都 23区

##### 給与

経験考慮の上、応相談

##### 勤務時間

詳しくはお問い合わせください

##### 更新日

2025年07月31日 17:55

#### 応募必要条件

##### キャリアレベル

中途経験者レベル

##### 英語レベル

流暢

##### 日本語レベル

ネイティブ

##### 最終学歴

大学卒：学士号

##### 現在のビザ

日本での就労許可が必要です

#### 募集要項

Drives nationwide sales of semiconductor-related Industrial PC solutions by building strong relationships with re sellers and corporate clients. Manages bids, develops sales strategies, and collaborates with internal teams to deliver tailored solutions that support business growth.

#### Client Details

A growing tech company known for cutting-edge Industrial PC and HPC solutions, especially in the semiconductor space. The team values hands-on collaboration, strong customer relationships, and a culture where innovation and initiative drive real impact.

#### Description

- Drive nationwide sales of Industrial PC and HPC solutions for semiconductor clients through channel partners and direct engagement.
- Build and manage relationships with re sellers, SMEs, and major semiconductor companies to expand market

presence.

- Lead bidding processes, plan sales strategies, and oversee delivery time lines to ensure successful deal execution.
- Collaborate with internal product and marketing teams to support events like SEMICON JAPAN and deliver effective product promotions.
- Handle client inquiries and work with customer service teams to resolve issues and ensure long-term satisfaction.

#### Job Offer

- Opportunity to lead sales initiatives in Japan's dynamic semiconductor and industrial PC market.
- Engage in strategic business development with autonomy and ownership over key accounts and partnerships.
- Flexible work arrangements, including remote work options and staggered hours.
- Active involvement in high-impact projects like government bids and major tech exhibitions.
- Supportive and collaborative environment with comprehensive benefits and wellness programs.

To apply online please click the 'Apply' button below. For a confidential discussion about this role please contact Takami Ogi on +81366276067.

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#### スキル・資格

- Proven experience in B2B sales of Industrial PC, HPC solutions, or related semiconductor products.
- Strong network and background in the semiconductor industry with a track record of strategic account development.
- Skilled in planning and executing sales strategies, including bid management and forecasting.
- Excellent communication skills in Japanese, with business-level English or Chinese preferred.
- Self-driven, adaptable, and able to build lasting relationships with clients and partners across Japan.

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#### 会社説明

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