

MichaelPage

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Senior Account Manager - IP Products

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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

1553658

業種

電気・電子・半導体

雇用形態

正社員

勤務地

東京都 23区

給与

1500万円 ~ 2500万円

更新日

2025年08月01日 14:55

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

流暢

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

The Sales Director IP will take charge of driving revenue growth and managing client relationships within the industrial and manufacturing sector. This role requires a strategic mindset and a proven ability to lead sales efforts in a competitive market.

Client Details

My client is a global leader in system IP used in semiconductors to accelerate the creation of high-performance, power-efficient silicon. Their products including network-on-chip (NoC) interconnect IP and system-on-chip (SoC) integration automation software are used by the world's top semiconductor and technology companies.

Description

- Develop and implement strategic sales plans to achieve revenue targets in Japan market
- Identify and cultivate relationships with key clients and stakeholders in the market.
- Oversee the entire sales process, from lead generation to contract negotiation and closing.
- Collaborate with internal teams to align sales strategies with business objectives.
- Monitor market trends and competitor activities to identify new business opportunities.
- Provide accurate sales forecasts and performance reports to senior management.
- Lead, mentor, and develop a high-performing sales team.

- Represent the company at industry events and conferences to expand market presence.

Job Offer

- Working at the forefront of semiconductor innovation, Arteris specializes in Network-on-Chip (NoC) interconnect IP, which is crucial for high-performance SoC designs. Their flagship product, FlexNoC, has been shipped in over 3.75 billion units as of Q1 2025;
- Collaborate with industry leaders across diverse sectors like automotive, AI, and communications, gaining broad exposure;
- The company's global presence fosters a diverse, inclusive work environment, emphasizing quality and continuous improvement

To apply online please click the 'Apply' button below.

For a confidential discussion about this role please contact Faye Pan on +813 6832 8988.

スキル・資格

- This position will report to Japan Country Manager directly. Ideal background of the candidate will require solid product experiences of IP and proven track record in semiconductor market.
- This role will require highly business level of English as will need to communicate with team in Global HQ very frequently.

会社説明

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