



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

募集職種

人材紹介会社

Expert Executive Recruiters (EER Global)

採用企業名

Expert Executive Recruiters

求人ID

1589909

業種

電気・電子・半導体

会社の種類

中小企業 (従業員300名以下) - 外資系企業

外国人の割合

外国人 半数

雇用形態

正社員

勤務地

東京都 23区

給与

2000万円 ~ 2500万円

ボーナス

固定給+ボーナス

歩合給

固定給+歩合給

更新日

2026年05月12日 13:00

応募必要条件

職務経験

10年以上

キャリアレベル

エグゼクティブ・経営幹部レベル

英語レベル

ビジネス会話レベル (英語使用比率: 50%程度)

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

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

スキル・資格

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

会社説明