



PR/090107 | Country Manager - Automotive & Industrial Semiconductor

募集職種

人材紹介会社

ジェイエイシーリクルートメントコリア

求人ID

1603146

業種

その他（メーカー）

雇用形態

正社員

勤務地

韓国

給与

経験考慮の上、応相談

更新日

2026年08月18日 13:00

応募必要条件

職務経験

10年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

無し

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Country Manager - Automotive & Industrial Semiconductor

About the job

Korea GM - Country Manager

(Automotive & Industrial Semiconductor Solutions)

Location: Seoul, South Korea

Company Overview

A globally recognized technology company specializing in advanced semiconductor, connectivity, and positioning solutions serving automotive, industrial, and IoT markets worldwide.

The organization is seeking an experienced business leader to lead and expand its Korea business, drive sustainable growth, and strengthen relationships with key strategic customers and ecosystem partners.

Position Summary

The Country Manager will be responsible for leading the Korea business operation, including business growth, strategic customer engagement, organizational leadership, and operational excellence.

The successful candidate will combine strong commercial leadership with a deep understanding of the semiconductor and technology ecosystem and possess a proven track record of developing strategic customer relationships across Korea.

Key Responsibilities

Business Leadership & Growth

- Own overall Korea business performance, including revenue growth, profitability, market share, and strategic initiatives.
- Develop and execute country-level business strategies aligned with regional and global objectives.
- Expand existing business while securing new opportunities and strategic design wins.
- Drive key account planning across customers, distributors, and ecosystem partners.
- Ensure healthy pipeline development, forecasting accuracy, and long-term business planning.

Customer & Market Leadership

- Develop executive-level relationships with key customers, partners, distributors, and industry stakeholders.
- Act as the primary executive representative for the Korean market.
- Monitor market developments, competitive activities, customer requirements, and technology trends.
- Collaborate with global business units regarding product strategy, pricing, and investment priorities.

Organization & People Leadership

- Lead and develop a high-performing commercial and technical team.
- Promote a customer-focused and performance-driven culture.
- Drive succession planning, talent development, recruitment, and employee engagement initiatives.
- Foster strong collaboration across regional and global functions.

Operational Excellence

- Ensure effective execution of commercial processes, forecasting, pricing governance, customer support, and operational planning.
- Monitor KPIs and implement corrective actions where needed.
- Ensure compliance with local regulations, corporate governance standards, and internal policies.
- Drive operational efficiency while maintaining high customer satisfaction.

Strategic Planning & Reporting

- Provide regular business updates and strategic recommendations to regional leadership.
- Lead annual planning, budgeting, and quarterly business reviews.
- Deliver accurate forecasts, pipeline visibility, and risk assessments.
- Identify growth opportunities and risk mitigation plans.

Key Requirements

- Bachelor's degree or above in Engineering, Business, or a related discipline.
- 15+ years of experience within the semiconductor, electronics, connectivity, embedded systems, or technology sectors.
- Proven experience in senior leadership positions with responsibility for business growth and customer engagement.
- Strong understanding of Korea's industrial, automotive, and electronics markets.
- Experience managing design-in/design-win cycles and solution-based selling.
- Experience within multinational and matrix organizations.
- Demonstrated success leading cross-functional teams and managing strategic customer relationships.

Key Competencies

- Ability to define and execute business strategy aligned with regional and global objectives.
- Strong executive-level relationship management skills with OEMs, Tier-1 suppliers, and key industry stakeholders.
- Proven capability to build, develop, and retain high-performing teams.
- Strong understanding of sales management, pipeline development, forecasting, pricing, and business performance metrics.
- Fluent Korean and business-level English.
- Strong stakeholder management, negotiation, and decision-making capabilities.

Contact

Jason Lee - Associate Director, JAC Korea

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