

Sales Manager (m/f/d) Semiconductor Industry

Frankfurt am Main

Our client is the German subsidiary of a globally active Japanese manufacturer of precious metals for various industries. The Frankfurt office is currently hiring a Sales Manager (m/f/d) to manage the business with the European customers in the semiconductor industry.

Your tasks

- Sales, marketing and technical support of bonding wire products mainly for semiconductor industry
- Main focus is to maintain and strengthen relationship with existing sales network and ensure customer satisfaction, building new customer relationships is second priority
- Respond to special requests from customers in cooperation with relevant department in Japan
- Close cooperation and communication with production in Singapore and HQ in Japan
- Monitor competition and strategies and keep informed about market changes/trends, report opportunities and threats
- Reporting to Sales General Manager
- Business travel / regular customer visits within Germany and Europe, approx. 2x per month
- During onboarding phase: on the job training and close cooperation with Japanese product specialist from HQ (first 3-6 months)

Your profile

- University degree or completed vocational training
- Experience in B2B sales of technical products
- Knowledge / experience with semiconductor business advantageous, but not necessary
- Languages: English and German business fluent, Japanese very welcome but not a must
- Excellent international communication skills
- Experience working with Japanese companies welcome
- Good planning, time management and negotiation skills

Benefits

- Permanent employment contract, full-time 38,75h / week
- 30 days of paid vacation
- Hybrid mobile working possible
- Centrally located office, friendly atmosphere and international team

Contact

If you have any questions regarding this position, please contact Jana Romero-Giron under +49 211-749 686-32.

We look forward to receiving your application!

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