



Ambitious? And committed to your career? The Plansee Group and its divisions offer a dynamic environment with attractive opportunities to move ahead.

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Sales and Marketing Manager, Asia (m/f), Plansee Japan Ltd., and Business Unit Semicon

Responsibilities:

- You lead the Sales team responsible for the BU Semicon, Asia and the related inside sales staff in our sales organization.
- You are responsible to develop and integrate the Business Unit strategy and goals for the Asian markets together with the head of the Business Unit and execute the strategy together with your team
- You lead a team of 10 people and coordinate sales together with the account managers located in the different countries
- You care personally for specific key accounts together with your account managers
- You conduct market studies and surveys for new customers and applications
- You work in a close cooperation with our Productions in Japan, USA and India.
- You implement state of the art sales controlling tools (sales efficiency and sales results)
- You develop our online sales portal further
- You observe competitor activities
- You assure compliance with HPM-wide standards (e. g. marketing, logistics, code of conduct etc.)

Requirements:

- You have successfully completed a university degree, preferably combining technical and economic subjects
- You can demonstrate a distinct entrepreneurial mind-set, and have a minimum of 3 years of relevant professional experience, preferably including sales and leadership experience
- You are the company representative for contractual negotiations with customers
- You are prepared to travel (about 25 % of working time)
- You are business fluent in Japanese and English (spoken and writing)
- You have excellent presentation, verbal and written communication skills
- You are self-motivated with a strong sense of client handling and customer services
- You have the ability to work in a matrix organization across long distances and different time-zones, and demonstrate distinct inter-cultural awareness

Take the next step: forge right ahead with your career at PLANSEE HPM

Send your application – which will be handled confidentially –

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