

942 - Account Manager

About this job

Job description

This position is responsible for several customers including business and relationship. The detail activities include:

- Set account strategy and lead cross-functional teams to ensure alignment of business and engineering executions with account strategy.
- Drive demand creation and fulfillment, including demand forecast and order fulfillment.
- Develop customer relationship at all levels, and leverage influencing and leadership skills to secure support within the company.
- Account calls and collaboration on technical / cost effective solutions to meet customer's needs and company goal.
- Develop appropriate pricing model for process technology, die or packaged/tested units. Provide quotes to close sales and drive revenue and profitability.
- Account team leadership for tactical business and technical issues.
- Develop and manage Technical Managers to ensure timely execution of business activities.

Desired Skills and Experience

- BS or MS in engineering or science major with 5 to 7 years of combined experience in Sales, Marketing, Business Development, and Foundry Management in semiconductor industry.
- Good knowledge of semiconductor technology, design, process, and operations including test and product engineering.
- Strong customer orientation and excellent communication and presentation skills are a must.
- Ability to prioritize, organize and multi-task while working in a fast paced environment are essential.