



## **Sales Manager-Shenzhen**

### **Responsibilities:**

1. In charge of South China territory key accounts management, manage & drive the business plans to achieve design-win, revenue and margin targets (as agreed with sales management) for assigned territory(focus on smartphone and consumer market).
2. Develop, drive and cooperate with distributors to implement key account strategy.
3. Define and execute customer sales strategies, working closely with FAE&AE team, operation team, marketing team and executive management.
4. Value based selling, leveraging Navitas products with critical focus on high-efficiency, high-power density, and new form-factor power conversion.
5. Develop strong customer relationships with all levels of the customers organization and departments in support of the sales strategy.
6. Develop deep understanding of assigned customers' commercial and technical requirements, competitor analysis, market intelligence and provide input to align the Company's product roadmap with customer / market needs.

### **Requirements:**

1. Have at least 3 years sales work experience in the semiconductor industry.
2. Bachelor degree in Electronic Engineering or equivalent is preferred.
3. Experience with smartphone, consumer and power supply market is preferred.
4. Proven track record of being self-motivated to take initiative and continuously learn.

If you are a high energy person who is ready to make a big impact in a small but fast growing company, this is an opportunity that you do not want to miss!



#### **岗位职责：**

- 1.负责华南地区重点客户管理，制定及推进业务计划，以实现指定领域（专注于智能手机和消费市场）的设计导入、收入和利润率目标。
- 2.与代理商紧密合作共同实现重点客户策略。
- 3.与 FAE&AE 团队、运营团队、市场团队和执行管理层紧密合作，定义并执行客户销售策略。
- 4.以产品价值为基础的销售，充分利用 Navitas 产品的高效率、高功率密度和创新功率转换设计。
- 5.与客户各层级组织和部门建立牢固的客户关系，以达成销售策略。
- 6.深入了解所负责客户的商业和技术要求、竞争对手的分析及相关市场情报，使公司的产品路线图与客户/市场需求保持一致。

#### **任职要求：**

- 1.具有至少三年半导体行业的销售工作经验。
- 2.具有电子工程学士学位或同等学历者优先。
- 3.有智能手机、消费类和电源行业经验者优先。
- 4.具有良好的自发性、主动进取和不断学习的精神。

如果您充满激情，并且愿意在一个规模虽小但发展迅速的公司中发挥巨大作用，那么这是您不容错过的机会！