



Sales Manager-Beijing

Responsibilities:

1. Responsible to achieve design-win, revenue and margin targets (as agreed with sales management) for assigned territory.
2. Define and execute customer sales strategies, working closely with FAE partner, sales management and marketing team.
3. Value based selling, leveraging Navitas products with critical focus on high-efficiency, high-power density, and new form-factor power conversion.
4. Develop strong customer relationships in support of the sales strategy.
5. Determine if any strategic price programs are required and discuss & align with sales management.
6. Determine and win over customers' key decision makers.
7. Responsible for distributor recruitment, training, management, monitoring, support, co-marketing.
8. Gather customer inputs and market data and provide input to align the Company's product roadmap with customer / market needs.
9. Support Marcom activities in-country, e.g., press tours, seminars, exhibitions, and local social media

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. Good interpersonal & communication skill for business propositions.
4. Self-driven and ability to work under pressure.
5. Proficient in both oral and written English.

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!



销售经理-北京

岗位职责：

1. 负责实现指定区域的设计导入、收入和利润目标（与销售管理层达成一致）。
2. 与 FAE 团队、销售管理团队以及市场团队紧密合作，定义并执行客户销售策略。
3. 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。
4. 与客户建立牢固的客户关系，以达成销售策略。
5. 确定是否需要任何战略价格计划并与销售管理团队讨论并达成一致。
6. 确定并赢得客户的关键决策者。
7. 负责经销商招募、培训、管理、监控、支持、联合营销。
8. 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。
9. 支持市场营销团队在国内的活动，例如媒体参观、研讨会、展览和当地社交媒体。

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. 良好的人际交往和商业建议沟通技巧。
4. 自我驱动，并具有较强抗压能力。
5. 熟练掌握英语口语和书写。

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！