



Navitas Semiconductor USA, Inc.

Job Description:

Title: Sales Director

Reports to: VP of Sales, America & Taiwan

In Office Remote Hybrid

Exempt Non-exempt

Based: East Coast US

Job Purpose:

Navitas Semiconductor is a dynamic, innovative tech company where employees can learn, mentor and thrive. Navitas brings together cutting-edge gallium nitride (GaN) and silicon carbide (SiC) technologies to revolutionize power electronics for a sustainable future. We are developing high-efficiency solutions for the latest advances in AI data centers, grid infrastructure, high performance computing, and industrial electrification. Our next-generation power semiconductors are at the heart of products developed by major innovators around the world. Join us and be part of the power revolution.

We are looking to hire a Sales Director for the East Coast US to drive sales and manage key accounts in the AI/Datacenter and Grid/Energy Infrastructure spaces.

Key Responsibilities and Duties:

- Sales Director responsibility for tier-1 multinational accounts. Leverage existing strategic partnerships to expand Navitas footprint through cross-selling entire GaN and SiC portfolio into AI/datacenter and grid/energy applications
- Responsible for all aspects of demand creation, account strategy, billings including setting budgets and forecasts with high accuracy
- Collaborate and lead sales and FAEs across remote site locations to drive account strategy and execution on new and existing programs
- Builds relationship at all levels inside the assigned accounts
- Aligns with internal BUs and helps plan future product roadmaps
- Management of regional account team
- Demonstrated ability in work cross functionally and globally to achieve success
- Record of success in growing revenue and funnel generation on a Tier-1 account in the AI/datacenter, cloud, grid, or energy infrastructure space

Requirements:

- BSEE or equivalent
- 10+ years' experience in high-tech industry including 5 years minimum in the semiconductor industry
- Knowledge of AI/datacenter and grid/energy infrastructure applications is key
- Excellent communication and presentation skills
- High integrity, someone who knows how to establish trust with all his/her stakeholders
- Self-starter, hunter mentality, not afraid to ask questions, takes initiative