Navitas Semiconductor, Inc.

Job Description:

Title: **Strategic Accounts Sales Director**

Reports to: Director of Sales

In Office:☐/Remote:☒/Hybrid:☐

Exempt☒ / Non-exempt☐

Based: San Jose, CA area preferred.

Job Purpose:

Navitas Semiconductor (Nasdaq: NVTS) is a high-growth, publicly traded technology company seeking a Strategic Account Sales Director to support and represent our major strategic accounts in the Americas. The ideal candidate will be self-motivated, energetic, tech-savvy, collaborative, and understands the dynamics of a fast-growing company. This high-visibility position operates with a high level of ownership and autonomy and is responsible for revenue, sales, and business development management within the assigned customer base.

Key Responsibilities and Duties:

- Ultimately responsible for revenue and revenue growth for an assigned customer list
- Translate customer needs into actionable insights and solutions for our semiconductor business
- Identify optimal applications and customers for growth with Navitas solutions
- Engage with customers and influence decision makers and clearly demonstrate to them the quantifiable value proposition of our solutions
- Act as a direct interface with customers
- Maintain customer relationships from individual engineers up to the executive level
- Partner with customers to help solve their challenges quickly and make it easy to use Navitas
- Act with a high degree of ownership and autonomy
- Effectively interface with international ODM and CM partners
- Manage accurate sales forecasts and supply-demand for assigned customers
- Any and all other duties, as assigned

- Be a local presence at the customers. 25-50% local and regional travel expected. Mostly within the Bay Area, California but also some in Texas. Some limited international travel as needed.

Knowledge, Skills, Abilities:

- Extensive experience on High Power market – High Performance adapters/compute and Grid/Energy electrification in US
- Experience supporting Apple, Tesla, Enphase, etc. as direct accounts
- Experience and understanding around GaN, SiC, and Isolated Power Topologies
- Knowledge and strong understanding of the semiconductor industry
- Previous track record of substantial revenue growth above and beyond market growth
- Extensive experience with value-based selling and value extraction in new technology areas
- Extensive experience with CRMs, Microsoft Dynamics, Salesforce, etc.
- Extremely knowledgeable in the power electronics space and power IC solutions, especially in AC/DC, DC/AC high voltage converters in power supplies, motor drives, inverters, etc.
- Professionalism towards internal and external partners
- Demonstrated ability to autonomously manage a myriad of demands and prioritize effectively

- Excellent written and verbal communication skills
- Maintains accountability for actions (ownership of work)
- Extremely reliable and self-motivated with the ability to champion initiatives
- Valid Driver's license.

Requirements:

Basic

- Key Account Management experience – At Tier 1 accounts as listed
- BS degree in electrical engineering
- 10+ years of semiconductor sales experience

Preferred

- BS in electrical engineers and MBA
- 15+ year of semiconductor sales experience

Position Qualifies for the Following Compensation

Base Salary: $225,000.00 - $250,000.00
+Equity Compensation (RSUs)
+Personal Performance Bonus
+Company Performance Bonus