



Navitas Semiconductor, Inc.

Job Description:

Title: Account Director - Dell & HPI

Reports to: Director of Sales

In Office: / Remote: / Hybrid:

Exempt / Non-exempt

Based: Texas area preferred.

Job Purpose:

Navitas Semiconductor (Nasdaq: NVTS) is a high-growth, publicly traded technology company seeking an Account Director to support and grow our strategic OEM relationships with Dell Technologies and HP Inc. (HPI) 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, design-win growth, and business development management within the assigned customer base, with emphasis on AI/HPC infrastructure, servers, storage, networking, workstations, and power solutions.

Key Responsibilities and Duties:

- Ultimately responsible for revenue and revenue growth for Dell Technologies and HP Inc. (HPI) within the assigned scope
- Develop and execute multi-year account plans, opportunity pipeline, and quarterly business reviews aligned to customer roadmaps
- Translate customer platform requirements, power architectures, and cost targets into actionable insights and solutions for our semiconductor business
- Identify optimal applications and platforms for growth with Navitas solutions (server PSUs, AI/HPC rack power, workstation adapters, etc.)
- Engage with customers and influence decision makers across engineering, architecture, sourcing, and executive leadership; clearly demonstrate the quantifiable value proposition of our solutions
- Act as a direct interface with customers and coordinate technical support, commercial negotiations, and issue resolution
- Maintain customer relationships from individual engineers up to the executive level; build champions and align global stakeholders
- Partner with customers to help solve their challenges quickly and make it easy to design-in and scale Navitas solutions (NPI to mass production)
- Work cross-functionally with FAE, marketing, operations, quality, and supply chain; act with a high degree of ownership and autonomy
- Effectively interface with international ODM, EMS, CM, and PSU partners supporting Dell and HPI platforms
- Manage accurate sales forecasts, program schedules, and supply-demand for assigned customers; communicate risk and upside clearly
- Be a local presence at the customers. Austin/Round Rock and Houston with periodic international travel to key ODM/CM sites as needed.

Knowledge, Skills, Abilities:



- Extensive experience in AI/HPC compute and data-center power markets in the US
- Experience supporting Dell Technologies and HP Inc. (HPI) (and their ODM/EMS ecosystem) as direct strategic accounts
- Experience and understanding around GaN, SiC, and isolated power topologies for server, adapter, and infrastructure power conversion
- 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 and DC/DC high power converters for server PSUs, adapters, and HVDC/48V architectures
- 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 - Dell Technologies and HP Inc. (HPI) as direct OEM accounts
- BS degree in electrical engineering
- 10+ years of semiconductor sales experience

Preferred

- BS in electrical engineering and MBA
- 15+ years of semiconductor sales experience

Position Qualifies for the Following Compensation

- Base Salary \$200,000–\$250,000 (depending on experience)
- +Equity Compensation (RSUs)
- +Performance Bonus (personal and company)