



Job Description

Position Name : Account Manager Sales

Organizational Unit: Technology Solutions

Location: Hsinchu (新竹縣竹北市復興三路二段 168 號 8 樓之 5 室)

Job Purpose

Perform Sales function for assigned accounts as described below.

Key Responsibilities:

- Create and propose attractive solution/service to the customer while securing and expanding current sales opportunities, and have sales responsibilities to sell our solution/services towards the customer.
- Find out customer's needs, wants and requirements with strong business mindset and create attractive proposals through teamwork with relevant Business Unit.
- Explain and convince customer of the proposal with professional business way.
- Negotiate the commercial conditions with customer's Procurement.
- Follow up implemented systems and extend those systems further.
- Create and lead sales opportunities, including all internal stakeholders as needed
- Create a sales strategy and to get collaborations from each stakeholders in relevant BU.
- Meets revenue targets by increasing revenue spend per customer and by identifying, developing and closing new sales opportunities.

Qualifications:

- Ability to understand complex and unique industry issues.
 - Ability to develop relationships and profitable business partnerships with major partners.
 - Strong ability to manage sales operations-related activities (e.g., forecasting, sales planning, budgeting and sales compensation).
 - Strong leadership skills evidenced by building/leading a successful combination of sales, marketing and engineering team.
 - Experience in B to B sales.
 - Knowledge of Electrical Engineering. Experience at manufacturing industry and electronics component business are more preferred.
 - Bachelor degree.
 - English language ability is preferable.
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