



TOKYO ELECTRON EUROPE LIMITED



Account Sales Executive

Publication date: 18 November

Closing date: 18 December

Region: Europe

The ROLE in summary

Tokyo Electron is a leading global manufacturer of innovative production systems for the semiconductor industry. With a team of more than 12,700 employees in 19 different countries, we are continuously working on developing high-quality, technologically qualitative products.

Office base & Travelling

- Europe
- Willingness to travel for business trip

Type of Contract

- Permanent Term

Working hours

- fulltime

Your Responsibilities

- Be in the front line of the European Sales Team promoting and selling TEL's products to existing and new customers in Europe, primarily to our customers in South East Germany
- Managing a wide range of business situations
- Delivery on an agreed yearly sales plan in line with the Company's short and mid-term targets
- Development of a clear sales strategy for market share growth
- Execution of sales strategy for TEL's strategic customers
- Maintenance & updating of credit lines, contracts, accurate forecasts, investment plans and technology roadmaps
- Promote & Demonstrate TEL as best in class supplier
- Ensure compliance with all applicable laws and regulations

Your skills and experience

- Minimum of 3 years direct sales experience selling and promoting products in the semiconductor industry
- Excellent negotiation skills
- Demonstrable approach to problem solving and analysing new working methodologies to drive the business forward
- Good analytical and problem solving skills – data driven
- Willingness and Capability to work both independently, and as part of a team
- Excellent customer focus (both internal & external customers)
- Excellent communication skills. A good communicator at all levels with the ability to obtain and deliver information to and from customers and internally within multiple levels within TEE
- An ability to effectively manage projects within required timelines.
- Willingness to do extensive business travel
- Fluency in English is essential.

- Driving licence
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What we offer

- intensive training
- an interesting field of work in a promising industrial environment
- a corporate culture characterized by friendliness and respect
- Working in a motivated and helpful team
- long-term perspectives and internal development opportunities
- Excellent social benefits
- Attractive remuneration package

TEL provides Equal Employment Opportunity for all individuals.