



JOB DESCRIPTION

Job Title

Senior Manager, Account Sales

Job Purpose and Content

We are seeking an experienced **Senior Manager, Account Sales** to join our dynamic team. The ideal candidate will be responsible for cultivating and sustaining strong client relationships, driving sales growth, ensuring customer satisfaction across key accounts and developing strategic account plans aligned with the company's long term business objectives.

What you will be doing:

- **Account & Business Management**

- Serve as the primary interface for all commercial, business and relationship related matter
- Develop and execute strategic plans to drive sales, revenue and market share objectives
- Manage key strategic customer account, build and enhance customer relationship with mid to senior level leadership
- Lead pricing strategy, contract negotiation and order management activities
- Monitor and report on sales forecasts, ensuring alignment with customer fab expansion and development plans

- **Technology & Development Engagement**

- Collaborate with customer's R&D teams to identify opportunities for new tools adoption in development and pilot lines
- Work closely with product and factory team to ensure equipment capabilities align with customer roadmaps for 3D NAND scaling, DRAM nodes transition and HBM stacking
- Support on customer engagement for new tools evaluation, joint development programs and leveraging global engineering resources

- **Cross-Functional Leadership**

- Lead and coordinate cross-departmental collaboration to achieve timely deliverables, address technical issues and ensure a smooth customer-focused service experience
- Facilitate executive business reviews and cultivate strong relationships across all levels within the customer organization

- **Market Intelligence & Strategic Planning**

- Leverage insights from customer roadmaps, market trends, and the competitive landscape to shape strategic plans and guide the execution of business strategies with product teams
- Identify new growth opportunities within the account, including emerging fabs, technologies or business units

Job Title:

Date Created: 12 Nov 2025

Job Reference Number:

- Provide accurate and timely business insights to global and executive management

Qualification & Requirement

- Degree in Materials Science/ Chemistry/ Applied Sciences/ Physics or related engineering field
- At least 10 years of relevant experience in semiconductor capital equipment sales or account management, preferably supporting logic & memory customers
- Strong knowledge of wafer fab processes such as Etch, Deposition, Clean, Wet Process and Assembly
- Experienced in managing customer engagement across development and pilot lines, as well as high-volume manufacturing
- Demonstrate strong negotiation skills and deliver effective presentations tailored to diverse audiences, including technical teams and senior management
- Strong strategic thinking, problem-solving and analytical skill
- Ability to lead cross-functional teams in a global organization
- Strong communication and good interpersonal skills
- Knowledge of Japanese will be an advantage as this role requires regular communication with our headquarter and factories in Japan

We regret that only shortlisted candidates will be notified.