

Key Account Manager

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Company: Power Integrations

Location: Beijing

Category: other-general

Description

Key Account Manager

Location: Beijing

Responsibility:

1. Establish short term & long term strategies by developing business goals with regard to sales revenue, quota, new business opportunities and the maintenance of customers' satisfaction;
2. Oversee North China/Shandong sales organization, develop and motivate sales force to drive the business;
3. Directly drive the collaboration among sales, marketing, and key accounts to achieve business goals.
4. Contributes to the development of the sales figure and sales/budget/market share of these accounts;
5. Analyze and keep abreast of competitive data of new products/pricings, selling techniques, market trends, customer activities/movements.
6. Responsible for complete understanding of the customer profile including key managers/personnel as well as SAM/TAM/BILLINGS/BOOKINGS.

Qualification:

1. 5+ years' experiences in sales manager position in Semiconductor industry with proven tracking record in developing and driving successful sales organizations
2. Experience build a top sales organization with a strong understanding of North

China/Shandong semiconductor market& business;

3.Extensive knowledge of the electronics components/systems industry, Switch Power Supplier is a plus;

4.Bachelor degree of Electronics Engineering or related field;

5.English and local language proficiency;

6.Strong interpersonal and effective communication skills.

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