



With offices in France, Germany, Japan, South Korea, Greater China and the U.S.A., Yole Développement (Yole) the « More than Moore » company, provides semiconductor market research, technology analysis, strategic consulting, media services and financial services to a worldwide customer base.

Covering emerging and disruptive silicon and micro manufacturing markets, the group supports companies, investors and R&D organizations by delivering comprehensive analysis that helps them understand the markets and technology trends critical to their business.

JOB DESCRIPTION

Our company has an immediate opening for a **Sales Manager** position, dedicated to a new geographic territory in the middle of the United States to ensure the strategic development of our activities.

Target clients will largely consist of, but not be limited to, medium- and large-sized businesses.

- A special focus on the automotive sector is of interest and specific experience selling into that industry would be a strong asset.
- Frequent travel across the covered territory will be required (Chicago, Denver, Detroit, Dallas, Houston, Minneapolis, etc.).

Work-From-Home position.

YOUR RESPONSIBILITIES

As the **Sales Manager**, you will be responsible to:

- Increase the sales of all Yole Group products
- Build new annual subscriptions and manage client subscription renewals
- Develop B2B relationships and have direct contacts with the customers to strengthen the collaboration, understand their activities and trends, and to identify business opportunities
- Develop projects that fit client needs, craft, write, and deliver proposals
- Increase the North American business network
- Participate in customer visits or meetings, when needed, by our Analysts' teams.
- Attend core conference or trade shows across North America as the job may require
- Accurately report and forecast sales and activities
- Work collaboratively with marketing, technology and customer success departments to execute the sales strategy
- Complete and update order processing systems, tracking database, and/or CRM system
- Respond to billing/invoicing/fulfillment queries for defined accounts
- Bring your thinking, strategies, and ideas to advance our company's values and culture.

EDUCATION / EXPERIENCE

- 5+ years of selling experience in the semiconductor field (company offering B2B services such as Market Research or a company operating within microtechnologies or innovative components & products.)
- **Specific experience selling to automotive OEM and Tier I suppliers is a strong asset**
- Experience working with business owners, Marketing Managers, and executives is a plus
- International open-mindedness and a self-motivated, growth mindset
- Superior communications (both written and spoken) and “closing” skills

Please send your latest CV & cover letter to recruiting@yole.fr