



With offices in France, Germany, Japan, Korea, Greater China and the U.S.A, Yole the « More than Moore » company, provides 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 creates a **Sales Manager** position to help us further strengthen our activities in Taiwan.

The Sales Manager is the key point of contact between the organization and its clients: answering queries, offering advices and introducing products.

He reports on his weekly tasks to the Business Development Director / General Manager of his area. You will work under the direct responsibility of the Business Development Director from whom you will report.

Location: position based in Hsinchu (Taiwan).

YOUR RESPONSABILITIES

As a Sales Manager you will have a large area of actions and responsibilities:

- Having B2B relationships and direct contacts with the customers to strengthen the collaboration, understand their activities and trends, and to identify business opportunities,
- Writing and delivering proposals that fit client needs
- Establishing new business and increasing sales of our market and technology reports,
- Negotiating contracts, building new annual subscriptions and managing client subscription renewals,
- Organizing sales visits to present our products, and meeting customers with the analysts,
- Attending core conference or trade shows across as the position may require,
- Filling and updating any Database or CRM system and maintaining accurate records
- Responding to billing / invoicing / fulfillment queries for defined accounts
- Complying with planning and budget as set –up by the supervisor
- Accurately reporting and forecasting sales and activities
- Increasing the Taiwanese business network and Yole related visibility to achieve sales targets

EDUCATION / EXPERIENCE

- Sales graduate with a first experience (minimum 5 years) in a similar position
- Good knowledge of the semiconductor industry's players is required
- Curiosity for new technologies and sciences would be a plus
- Effective communication and interpersonal skills
- Proficiency in English is mandatory

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