

Job Title: Sr. Client Engagement Manager (Sr. CEM) (MSCC Sales) -ES330398
Career Level: (Non-Manager)
Education Level Required: Bachelor's Degree in electrical engineering or related field
% of Travel: 35%
Category: Sales
Location: Taipei, Taiwan
Division Name: Taiwan Sales

Expected onboarding schedule: 2020.02.01

Job Profile – Sr. Client Engagement Manager

Job Title: Sr. Client Engagement Manager

Location: Taipei, Taiwan

Duties:

- Developing account penetration plans and working closely with field applications engineering team to create, develop, and close business at key strategic accounts, and build strong customer relationships
- Responsible for execution of sales strategy in assigned territory
- Responsible for revenue plan management and annual design win plan management
- Develop excellent relationships with representatives at key accounts and channel partners
- Managing local distributor resources to track potential Tier 1/2 customer
- Select channel partners, motivate, measure and review sales performance in each territory
- Provide feedback to marketing group on customers strategy and market needs
- Build strong internal communication with Business Divisions and MicroChip Executives

Background: Experience and Education

- Bachelor Degree in Electrical Engineering, Telecommunication Engineering or related field

- 6+ Years Sales experience in Semiconductor or IT Systems end markets or technical support position
- Communication Segment experience is desirable
- Demonstrated ability to grow and manage complex customer relationships
- Knowledge and relationship of key customers
- Demonstrated track record of success in growing sales and market share in a technically related field

Job Skills and Knowledge:

- Strong Communication Skills in English and Chinese
- Understand Complex Product Design in Cycle
- Leadership skills
- Comfortable selling to and interfacing with top management at key customers

Desirable Qualities

- Strong work ethic
- Highly motivated, bring high energy level to job
- Work in cross functional/organizational selling teams
- Follows corporate strategy and direction
- Work within organizational policies and practices
- Strong planning and organization
- Sets goals and objectives
- Impeccably honest

Will Enjoy:

- Working with customers / partners
- Work in results orientated environment
- Willing to travel