



## SALES ACCOUNT MANAGER

### RESPONSIBILITIES

→ Siltronic is one of the world's leading manufacturers of highly specialized hyper pure silicon wafers. Being an international market player, we serve the semiconductor industry worldwide and partner with many leading chip manufacturers. Our global production network in Asia, Europe, and the USA include today's most advanced plants for 200mm and 300mm wafers.

In this exciting position, you will be responsible for leading a commercial team. This position requires someone creative at executing tactics to deploy the company's commercial strategy while contributing to the goals of the group.

The Sales Manager supports Siltronic's mission and business strategy by establishing global milestones, coordinating pricing, and working with global sales management to allocate monthly and annual wafer quantities. You will work as an advocate of our customers to optimize product mix, establish pricing, and coordinate commercial and technical topics worldwide. This position works with our factories to adapt and maintain Siltronic's competitive position based on our customers' changing commercial conditions.

This dynamic position is based in Portland, Oregon, with travel globally to our parent site in Germany, and other customer and site locations throughout the

### REQUIREMENTS

→ A minimum of a bachelor's degree or equivalent in Business or Engineering is required, and prior account management or customer service experience is preferred. You should be able to take ownership and remain accountable, be able to set priorities and make quick decisions. Familiarity with Microsoft business software along with strong Excel analytical skills is necessary. Strong verbal and written communication skills are essential. Must be fluent in English, and knowledge of German is a plus. Must be able to pass a drug screen and background check.

### SILTRONIC AG

Siltronic is one of the world's largest manufacturers of hyperpure silicon wafers and partner of many leading semiconductor companies. The company employs around 4,000 people. The company has a network of state-of-the-art production sites in Asia, Europe and the USA. Siltronic develops and manufactures silicon wafers in diameters of up to 300mm. These are the basis for modern microelectronics and nanoelectronics.

**Siltronic Corporation**  
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U.S. and Asia. Knowledge of the semiconductor industry is preferred and curiosity and drive to learn are essential. Dedication to customer service, problem-solving skills, a high degree of flexibility, and the ability to adapt quickly are required to keep up in this role. Strong interpersonal skills and the ability to work well with people from all backgrounds will serve you well at Siltronic.

- Development, planning, coordination, and leadership of the global account team. This includes guidance for colleagues in Applications, Quality, and Product Engineering to ensure support of Siltronic's global commercial strategy.
- Ensure the team's focus on critical goals including expanding qualified market share, competitive pricing, and management of working capital via accounts receivable and consignment.
- Collect and manage account reporting including forecasting, demand planning, allocation support, and compliance to volume allowances.
- Define, develop and deliver ways to differentiate Siltronic and build relationships that help Siltronic execute the global strategy.
- Maintain market intelligence to understand and focus on our customers' markets and Siltronic's position.
- Set individual targets, assess performance, and provide feedback to management as requested.

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**Beginning**

**ASAP**

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**Employment**

**Full-time**

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