

Job Posting

Position Title: Business Development Manager – Semiconductor Industry

Purpose: To sell Hyperion products to target markets within the semiconductor industry.

Qualifications:

- Minimum of five years of sales and/or marketing experience in the semiconductor industry with extensive knowledge of semiconductor manufacturers, capital equipment manufacturers, and consumables (packaging) supply chain.
- Bachelor's Degree, preferably in the physical sciences or engineering.
- International business development experience.
- Demonstrated project management skills and use of analytical methods to solve problems.
- Strong interpersonal skills including being a team player, presentation skills, listening, oral and written communication.
- Ability to build and cultivate strong customer and internal relationships.
- Willingness and ability to work in a cross-functional team environment to coordinate product development resources necessary to achieve customer and Hyperion objectives.

Duties and Responsibilities:

- Responsible for the identification and ongoing development of business opportunities within target markets in the semiconductor industry.
- Develop and execute marketing and sales strategy that result in meeting or exceeding individual and organization sales objectives.
- Make technical and sales presentations to individual customers and at industry conferences.
- Lead, manage and participate in cross-functional team sales efforts at large multi-location customer accounts.
- Effectively communicate with all levels within Hyperion and customer organizations.
- Continually develop and use technical understanding of Hyperion products from development to full scale production.
- Use project management skills and analytical methods to solve problems.
- Travel approximately 40%.