Job Description

« Sales Director Taiwan»

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Job Role:	Sales Director Taiwan
Department	Sales
Location / Working place	Taiwan

Mission

- Grow semiconductor (Hardware Products and PKI Services) business in Taiwan and in China
- Develop sales channel - Distributors and Sales Representatives – as required
- Meet revenue targets
- Manage direct customers
- Identify and pursue design-in and design-win targets with a specific focus on IoT projects

Main responsibilities

Identify and close sales opportunities that meet/exceed territory revenue objectives, which include the following requirements:

- Establish strategies (account targets and penetration plans) and meet/exceed objectives (design-IN, design-wins, sales dollars) for the assigned territory
- Generate forecast, design win tracking and meet/exceed forecast via corporate tools and Wisekey forecasting methods, systems and meetings/presentations
- Generate, manage, and close a consistent pipeline of new opportunities
- Full time interaction with customers, customers' management, Wisekey management and support organizations to build & grow Wisekey semiconductor business
- Utilize field system engineering, product line, and management to achieve fastest rate of design win success
- Identify the need for executive level interactions with customers and facilitate the establishment of these relationships
- Work with Wisekey marketing to identify target accounts in the territory and develop and implement penetration strategies for these accounts, particularly for projects in following markets: IoT, Smart city/Smart metering, anticounterfeiting, smart card readers and batteries.
- Manage, train and drive revenue success with our sales representative organization, VARs and partners
- Set-up Business Review with our Taiwanese distributors and representatives on a monthly basis.

Main interfaces

Internally:
- Global Sales VP
- WISeKey Sales & FAEs
- BL Directors
- Customer Service
- Quality

Externally :
- Customers
- Sales Reps, Distributors and Partners (system integrators)

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Requirements

Educational background / diplomas	Bachelor's degree in Electrical Engineering, Computer Science or Physical Sciences is required. MBA preferred.
Experience	- Proven track record selling solutions based semiconductor products and/or security solutions to OEM's - Self-motivated individual with strong communications skills able to work independently with remote management - Experience selling security solutions for Internet of Things applications to Industrial and other market segments - Background in security architectures, trusted systems and how symmetric and asymmetric key systems work - Ability to convey complex value propositions to customers with varying levels of understanding - Success in negotiating complex contracts, pricing and working with legal teams from large corporations is a must - Experience in working with customers at the executive management level - Hands-on leadership ability and willingness to spend a majority of time in the field working directly customers - Proficiency with CRM applications (Hubspot) and related tools
Others	- Excellent written and oral communication skills - International and Domestic Travel required up to 30% - Fluent in English

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