



**Vacancy:** New Business Manager Europe-USA  
**Company:** Sempro Technologies BV  
**Location:** Nijmegen, The Netherlands  
**Industry:** Semiconductor/Machine building

### **About Sempro Technologies**

Sempro Technologies BV is a fast growing OEM equipment supplier that develops, supplies and services trim & form equipment for semiconductors. Sempro's equipment and solutions play an important role in the roadmap towards cost leadership at our customer assembly sites around the world. Within the Power Product-segment, Sempro is in the top three of world leaders. The Sempro Product Support, Service and Engineering teams are stationed in the Netherlands, Malaysia and China. The current organization consists of about 40FTE and we are planning to continuously grow to stay ahead in the market.

### **Why work as a New Business Manager at Sempro?**

- Work for a great company with competitive solutions in de semicon-industry
- An opportunity to be responsible for the growth of Sempro
- You can make the difference for Sempro
- You can grow with the company

### **The Job**

As a New Business Manager at Sempro, you will be primarily responsible for identifying and acquiring new customers for Sempro. You are a discussion partner for our customers and prospects and you can join in on various levels of communication. Moreover, you get the opportunity to contribute your ideas to improve acquisition and sales processes in the semiconductor industry.

With your commercial drive and experience, you are able to attract interesting and promising international customers, find the balance in a win-win situation and close the deals. You will be part of the Sales & Marketing team that consists of colleagues working from locations in Asia and the Netherlands. Your target area will be Europe and the USA.

### **Key responsibilities**

- Identify and acquire new customers for Sempro
- Develop and execute strategies to approach the semicon-industry with these proposition(s)
- Monitor the Sales-process and make the right considerations within this process

- Initiate, negotiate and close "deals"
- Building and maintaining relationships at all levels of the customer organization, and in all disciplines (technical, commercial, quality, etc.)
- Determining, in consultation with the Managing Director, Sempro's future vision with regard to acquisition and sales
- Contributing ideas for continuous improvement of the acquisition and sales processes

### **Your qualifications**

You have successful experience in sales in the high-tech industry, preferably in the International capital equipment market. You are a team player, with a strong commercial drive and technical affinity. You have an open and international mindset.

Furthermore, you have a college/bachelor's degree or higher in a relevant field.

### **What we offer**

- Salary in line with market conditions
- 20 + 5 vacation days
- 8% holiday pay
- Sempro pension scheme
- Bonus scheme.
- Travel allowance
- Flexible working hours
- The work is varied
- Partly working from home possible
- Budget for training

### **Company Values**

PASSIONATE and committed, with the strength and belief in our goals and our drive to succeed

PROFESSIONAL experts in their fields and respecting people and resources with a sense of fairness and transparency

PERSEVERANT personalities, who are willing to take on obstacles and the ability to innovate through challenges

PERFORMERS with the right mindset to drive our forward momentum and pursue teamwork in products and people

### **Information**

Please contact Dick Brons for more information and/or your application through mail via [dwb@bronsconsulting.nl](mailto:dwb@bronsconsulting.nl) or phone 0031 (0)6 348 19 201.