



Vacancy: Technical Sales 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 Technical Sales 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 Technical Sales Manager at Sempro, you will be the bridge between the New Business Manager and the Technical Engineers. You are a discussion partner for our customers and prospects and together with them, you can turn their needs and wishes into concrete and workable plans. You are able to convert the clients need into technical requirements that our engineers can build on. Moreover, you get the opportunity to contribute your ideas to the right solutions for the challenges that companies in the semiconductor industry face.

With your commercial drive and experience, you are able to create the right solutions for international customers and understand their wishes. 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

- Converting the needs and wishes of our customers and prospects into technical requirements
- Dig deep to find out what the customer really wants and explain how Sempro can help them achieve this

- Collaborate closely with our customers, our engineers and the New Business Manager
- Building and maintaining relationships at all levels of the customer organization, and in all disciplines (technical, commercial, quality, etc.)
- Closely cooperate with Sempro's System Architects and Developers to achieve optimal service for customers and prospects
- Determining, in consultation with the Managing Director, Sempro's future vision with regard to service (product) / market combinations

Your qualifications

You have a college/bachelor's degree or higher in technical education. You have successful experience in sales in the high-tech industry, and a thorough understanding of engineering. You are a team player, with a strong commercial drive and technical knowledge. You have an open and international mindset.

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 or phone 0031 (0)6 348 19 201.