

*Okmetic supplies tailored, high value-added silicon wafers to be used in the manufacture of sensors as well as discrete semiconductors and analog circuits. Okmetic has a global customer base and sales network that serves the customers in Finland, the United States, Japan, China and Hong Kong. In addition, the company has sales agents in China, Korea, Malaysia, Singapore and Taiwan. The company's headquarters is located in Finland, where the majority of the company's silicon wafers is manufactured. The company also has contract manufacturing in Japan and China. More information about Okmetic at [www.okmetic.com](http://www.okmetic.com)*

## **Okmetic is looking for an Account Manager to strengthen our presence in North East US**

### **Responsibilities**

- Maintaining, developing and growing existing customer accounts
- Developing new business in accordance with Okmetic Group strategy
- Connecting at all levels of an customer organization and identify key decision makers
- Uncovering new sales opportunities and communicating details of these to the Okmetic organization.
- Solving problems proactively within the Okmetic organization and resolving customer situations diplomatically to maintain positive growing relationships with customers
- Developing partnerships with customers and becoming a trusted agent for any silicon related issues

### **Requirements**

- 4 year University Degree – preferred Engineering or equivalent discipline
- Sales experience and demonstrated ability to grow and develop accounts
- Active, independent and result-oriented working attitude
- Ability to learn complex technical features of Okmetic product portfolio and of customers' processes.
- Ability to communicate technical topics clearly both to customers and to Okmetic organisation
- Good oral and written skills in English and the ability to present to any level in an organization
- Willingness to travel to customer locations in the East coast US as well as Okmetic site locations when needed in North America

**Preferred** 5 years of Experience in the silicon wafer business, semiconductor, or MEMS industries

Account Manager reports to Vice President, Sales North America.

Okmetic is an Equal Opportunity Employer

**For more information** about the position, please contact

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### **Applications**

Send your application and resume at the latest on 16 October 2017 by email to:

[careers@okmetic.com](mailto:careers@okmetic.com)