

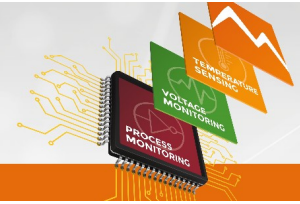
# Role: North America Sales Director



**Reporting to: EVP of Sales**

**Based: Bay Area North America**

**In-Chip Monitoring  
Subsystem Solutions**



## About the Company:

Moortec Semiconductor is no ordinary company. We are looking for talented and enthusiastic self-starters with inquiring minds who are willing to support our cutting edge work in semiconductor IP design. We licence our in-chip monitoring products to a range of Blue Chip companies around the globe. From modest beginnings in 2005, we have now established ourselves as market-leaders and a forward-thinking global company and an industry employer of choice.

Our working environment is welcoming and friendly and you'll be surrounded by some of the brightest minds in the industry and world-class Engineers. For some of our roles it doesn't matter if you're not from an engineering background but it's always important you can share our company values of; **Expertise, Teamwork, Integrity and Balance.**

We can offer employees a challenging and fulfilling career path, where you will be encouraged to let your ideas flourish at every level and be supported in your development to fulfil your potential.

We offer an excellent salary and benefits package, flexible working arrangements, regular social events and the support to create the North America team and location.

## About The Role:

We are creating a North America Sales Director position to work closely with multiple groups within the business and industry. Liaising between 'the market,' our engineering teams and sales teams, you will drive our sales roadmap through market intelligence, product definition, regional sales growth and ROI. You will also develop detailed technical sales & marketing content to assist in the generation of leads and opportunities, growing the sales team revenue, team and market share.

This is a key hire into the company, the successful candidate will work closely with Moortec's EVP of Sales, CTO, Sales team, Marketing team and Principal Apps Engineers within a fast-moving and dynamic world class workplace.

## Qualifications, Skills & Experience:

### Essential Skills:

- Technical degree level with an electronics background.
- Working knowledge and understanding of ASIC SoC design and implementation flows.
- Experienced in developing and successfully implementing a start up sales strategy.
- The ability and proven track record of creating, developing and leading a proactive and agile team.
- A successful sales and or FAE background within the IP industry.
- Highly motivated, enthusiastic and personable.
- Exceptional communication skills - both written & spoken.
- Self-motivate and able to deliver against agreed deadlines.
- A leader and a team player.

### Desired:

- A background of delivering support within an agile environment and diverse range of cultures.
- Solid computer skills (Microsoft Word/Excel/Publisher)
- Flexible and enthusiastic about learning new skills.

### Continuous Professional Development:

With the support and direction of the company, we actively encourage and expect all team members to continually develop their technical skills, competencies and experience in order to meet the current and future needs of the business.

### Responsibilities and Duties:

- Create and own the North America sales strategy.
- Deliver the North America sales budget .
- Identify and achieve year on year profitable growth.
- Create and develop the North America office and related infrastructure.
- Grow and lead (where practicable) the North America sales team.
- Liaise with the marketplace to gain a clear understanding of customer requirements, shaping the technical specifications of new generation product. and related sales opportunities
- Work with sales and marketing teams to build the business case and ROI analysis for new products.
- Support product launch activities.
- Assist marketing with targeted market research projects.
- Liaise with the applications engineering and customer support team.

### Salary & Benefits: (subject to location)

- Competitive salary
- Supportive career development
- Company bonus scheme
- 28 days holiday + national holidays
- Company pension scheme
- Life assurance cover
- HealthShield cash plan
- Free Gym Membership
- Access to company share scheme