



Make a difference. Feel the difference.

Technical Sales / New Business Development

Semiconductor Consumables (hybrid)

Albany/Syracuse, NY

Are you a motivated and driven individual with a passion for sales?

We are growing and seek a “solutions-based” technical sales / new business development professional to drive our strategic new business initiatives with our world-renowned semiconductor and chip manufacturing customers.

Reporting to our Sr. VP of Sales and Marketing, you sell our SMART Sealing® solutions by applying your consultative, solutions-orientation capabilities and technical “know-how” with your outstanding interpersonal communication skills to solve our clients’ seal problems. Your curious nature makes it easy and fun for you to stay current with our semiconductor clients and tech-market trends that allow you to “spot” and create new opportunities for our products. You are a natural at “solutions-based” technical sales with a deep understanding of the “sales cycle” which allows you to efficiently create and deliver winning solutions to clients and successfully close sales. Your sales effectiveness enables our business growth which is key for us to further enhance our people-centered, client-1st, results-driven, excellence-focused, collaborative work culture which inspires all team members to do their best work and contribute to the success of our world's leading technology providers.

While this is primarily a “work-from-home” position the individual needs frequently travel to our clients' manufacturing facilities in Albany, NY, and Northeast areas. **To learn more about ASNA, visit webpage: <https://www.asnaglobal.com>**

The Role:

You are a trusted advisor and solutions-oriented thought partner to our global, world-renowned semiconductor clients. Your client-1st mindset, communication effectiveness, people skills, ability to influence, innovative problem solving, technical capabilities, and results orientation win new business for the team. You:

- Identify and pursue opportunities to solve client problems with our SMART Sealing solutions and grow our business.
- Apply “solutions-based” Consultative-sales methods at all stages of the “sales cycle” to close sales and manage sales contracts.
- Collaborate with ASNA team members to proactively address client needs and exceed their expectations through effective communications, problem resolution, use, and optimization of available tools, technologies, and processes.
- Achieve annual sales targets and ensure sales meet contributions margin requirements.
- Research and stay current with competition, semiconductor market trends, and client developments to identify and gain additional sales opportunities.

Required Qualifications:

- BS/BA degree in business, engineering, or a related technical field.
- 4+ years work experience in a B2B “solutions-based”, technical consultative sales role; semiconductor industry preferred.
- Tenacious with unwavering integrity and a passion for excellence in all you do.
- Outstanding communication (oral and written) and people skills.
- A client-1st focus with demonstrated technical-minded, analytical thinking, and problem-solving capabilities.
- A curious, growth- mindset with the ability to quickly learn and apply the latest information/knowledge.
- Experience with global customers’ corporate cultures.
- Strong preference for working in a small, collaborative team environment.
- Proven ability to effectively work with ambiguity and quickly adjust when unexpected “shifts” happen.
- MS Office suite applications including Outlook, Excel, Word, and PowerPoint.

What we offer:

- Stable, small, collaborative team culture with a focus on creating a work environment where everyone can feel inspired and able to do their best work and contribute to the success of our world’s leading technology providers.
- Competitive total compensation package
- Benefits including medical, dental, life insurance, and a 401K plan with employer contributions.

- Paid holidays and paid vacation time off
- Flexible work schedule
- Ample career growth opportunities for those with a passion for success and a natural ability to work well with others.

Ready to make a difference? Apply Now!

Email your resume to: lupe@asnaglobal.com

Please include the job title to which you are applying and your name in the subject line.

Or visit our careers page on our website: <https://www.asnaglobal.com/employment>

We can't wait to meet you!