

Reporting to Global VP of Sales & Marketing, based in Ottawa, Ontario, Canada

GaN Systems Inc.

GaN Systems is the global leader in GaN power semiconductors with the largest portfolio of transistors that uniquely address the needs of today's most demanding industries including data center servers, renewable energy systems, automotive, industrial motors and consumer electronics.

Korea Country Manager

The Korea Country Manager will lead all Sales and Field Applications efforts supporting Korean customers, globally. This individual will be responsible for identifying and convincing customers to apply leading edge GaN technology in their power conversion applications. The primary role will be to drive revenue growth by meeting with customers, promoting the benefits of GaN devices, managing projects through the design process, and closing volume production both directly and through distribution partners. The successful candidate will be a customer facing individual who can understand the overall situation and objectives of customers looking to adopt a new technology. GaN applications span multiple power electronics fields including AC/DC, DC/DC, SMPS, inverters & motor drives. The individual will also be responsible for hiring supporting staff, over time including Sales and Field Applications Engineers.

The position will involve:

- Hiring and setting priorities for a Korea based FAE, based on financial results
- Managing Global accounts such as LG, Samsung and Hyundai by accessing all areas of the accounts and by leveraging GaN Systems' management and technical resources to penetrate deeply into these accounts.
- Supporting overseas divisions of key accounts by cooperation with other GaN Systems or distribution resources
- Managing customer communication with a sense of urgency and professionalism
- Executing all aspects of sales including discovery, design support and closing to revenue.
- Work with customers, marketing and product managers to define product roadmap and product enhancements.
- Actively represent GaN Systems Inc. at trade shows, conferences and other industry wide platforms as appropriate.

Skills/Education/Experience

The individual will need to take full responsibility for the success of the Korean market. As such, the individual should be able to

- Demonstrate a complete understanding of the sales cycle for high technology and have proven methods to generate sales through the entire cycle.
- Able to communicate with all functions and levels within large and small customers, and be able to influence or use GaN Systems' management to influence decisions
- Possess strong English verbal and written skills to communicate within GaN Systems
- Demonstrate a basic understanding of power electronic systems
- Strong written and communication skills with experience in customer presentation.
- A passion for sales and customers, motivated by challenging goals.
- Enthusiastic and positive part of a highly productive global team.
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Desired Skills:

- Experience in value based selling of power semiconductors.
- Degree in Electrical Engineering with an emphasis on power electronics.