**Inside Sales Specialist**

**GaN Systems Inc. – Ottawa, Ontario, Canada**

**About GaN Systems**

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.

As a market-leading innovator, GaN Systems makes possible the design of smaller, lower cost, more efficient power systems. The company’s award-winning products provide system design opportunities free from the limitations of yesterday’s silicon. By changing the rules of transistor performance, GaN Systems is enabling power conversion companies to revolutionize their industries and transform the world.

GaN Systems has proven GaN’s quality, reliability, and value to major customers across the globe, and now we are expanding our Customer Operations team to provide more customer service, program management and customer quality to our major global customers. We are seeking talented individuals with an understanding of what it takes to win, to support, and to keep winning at major customers across the world. If you have experience in customer quality, customer program management, customer service or inside sales, we are expanding! If you are interested in joining a fast-growing leader in the wide bandgap semiconductor industry, poised to grow with the growth of datacenters, electric vehicles, green energy, and exciting new consumer products, then you should join GaN Systems. For more information, please visit: [www.gansystems.com](http://www.gansystems.com/)

**Job Description**

Ensure GaN Systems’ success in the market by maximizing sales of GaN Systems power semiconductor products.

**Responsibilities**

* Support the outside sales team on major accounts by driving opportunities, helping co-ordinate meetings and calls, contract compliance, and chasing follow-up actions.
* Lead management - follow up on leads in response to web, email, and telephone enquiries
* Support and follow up with GaN Systems’ network of manufacturer’s representatives.
* Help coordinate activity between all GaN Systems sales regions.
* Maintain CRM records of opportunities, target customers, meetings, quotes, etc.
* Support quotes, samples, and order management
* Enter and administer and follow up on quotes and registrations for distribution.
* Drive global monthly bookings forecast.

**Qualifications**

* Excellent communication skills, both written and spoken. Able to engage with customers as needed.
* Strong, proactive team worker, who can fit into GaN Systems strongly team-oriented culture.
* Good organizational skills, able to maintain accurate sales records.
* Experience of inside or outside sales in the semiconductor or power electronics industry.
* Some technical exposure to electronics, ideally power electronics, either through education or job experience.

**Skills**

A customer focused, service oriented individual, comfortable working in a fast paced, multi-tasking environment. Has a keen eye for opportunities to increase revenue and sense what needs attention. Capable of managing multiple priorities with an accountable, can do attitude.

**Experience**

Minimum of 2 years inside sales/customer service experience preferred. Competent with systems and processes with the ability to develop and learn new ones. English language is a must. Experience in the semiconductor conductor or power electronics company would be an advantage.

**Education**

A bachelor’s degree in business, administration, commerce, marketing, or engineering is preferred.

We sincerely thank all applicants for their interest, however only qualified candidates will be contacted.

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**Contact at GaN Systems**

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