



United Monolithic Semiconductors (UMS) is a world leader in the design and manufacture of state of the art RF and mm-wave integrated circuits (MMICs) for Defence and Space, Telecom, Automotive and Industrial applications. These are mainly based on the Company's in-house 3-5 technologies, GaAs and GaN, and also certain externally sourced silicon technologies.

As well as offering custom designed products, UMS also offers a complete range of catalogue products and foundry services. These products and services are sold throughout the world, with significant export content.

The Company has facilities in Ulm, Germany and in Villebon, France with sales offices in France, Germany, the USA and China.

UMS is an independent joint venture of Thales and Airbus.

SALES DIRECTOR (H/F)

UMS is now recruiting a new Sales and Marketing Director to lead the Sales activities and to drive the growth of the Company. The role will report to the President and CEO of UMS and will encompass both operational and strategic dimensions.

Role and responsibilities :

- Member of UMS Management Board.
- Actively contributing to the overall targets and strategy of the Company
- Preparing and delivering the necessary order intake budgets and margins
- Leading the Sales team to realise the business targets
- Contributing to product and technology roadmaps in liaison with the Marketing team
- Acquiring external R&D funding to support UMS' long term technical goals
- Managing and develop the UMS worldwide sales network

- Scope: annual order intake: €100M, headcount: 400, sales team: 12

Specific requirements:

- A master's degree in a relevant engineering or business discipline
- 10 years minimum experience in a relevant industry and international environment
- A track record in business development and customer relationship management
- A proven ability to lead a sales and marketing team and associated activities
- Relevant experience in UMS' main or similar markets markets.
- A technical understanding of RF applications and preferably semi-conductors
- Fluent in English (strong verbal and written English)