



Director of Sales & Marketing Power Solutions

Are you passionate about new technologies and future-oriented projects in semiconductor design? Photeon is the place for you!

Are you driven by innovation and excited about shaping the future of semiconductor technology? At Photeon, we're pioneering turnkey solutions across Automotive, Compute, Industrial, Medical, and Consumer markets - and we're looking for a visionary **Director of Sales & Marketing** to lead the charge.

Join us in driving the success of our Integrated Core Power semiconductor platform, a paradigm shift in delivering fully integrated power solutions to AI, Data Management, Consumer and Wearables. You'll be at the intersection of cutting-edge engineering and global market strategy, helping redefine what's possible in terms of industry leading power density, efficiency and system integration.

Your Role:

The Director of Sales & Marketing is a dual-function leadership role responsible for driving revenue growth and brand positioning of advanced power semiconductor solutions tailored to AI applications. This individual bridges the gap between market needs and product capabilities, leading both the sales and marketing teams to capture opportunities in high-growth AI sectors such as data centers, edge computing, and autonomous systems.

- Develop and execute global sales strategies targeting AI-focused customers (e.g., hyperscalers, OEMs, Tier 1s).
- Build and manage a high-performing sales team with deep technical and commercial expertise.
- Establish and monitor KPIs, sales forecasts, and pipeline health.
- Negotiate major contracts and strategic partnerships.
- Define and implement marketing strategies that position the company as a leader in AI power solutions.
- Oversee product marketing, demand generation, digital campaigns, and event strategy.
- Craft compelling messaging around power efficiency, scalability, and innovation for AI workloads.
- Manage brand identity, PR, and thought leadership initiatives.
- Analyze AI market trends, competitive landscape, and customer needs to inform strategy.
- Translate customer feedback into actionable insights for product development.
- Identify emerging AI applications and tailor go-to-market strategies accordingly.
- Work closely with engineering, product management, and operations to align sales and marketing efforts.
- Support product launches with coordinated sales enablement and marketing campaigns.
- Ensure alignment between demand generation and supply chain capabilities.

Your Profile:

- 10+ years of experience in semiconductor sales & marketing
- Exceptional communication, negotiation and presentation skills
- Self-starter with a history of closing complex, high-stakes deals



- Strong understanding of power management, advanced technologies and system-level architectures
- Experience in B2B marketing, product positioning, digital campaigns, and event strategy
- Bachelor's in Electrical Engineering or related field
- Strategic planning, CRM & marketing automation tools, storytelling and analytics
- Tactical mindset with creative hands-on Go-to-Market execution
- Expertise in market analysis and campaign leadership
- Ability to collaborate across technical and cultural boundaries
- Resilience, adaptability, and a drive to challenge the status quo
- Fluent in English; German and/or Mandarin are strong assets

What We Offer:

At Photeon, we believe in empowering our people. Here's what you can expect:

- Work with cutting-edge technology and a world-class team
- Personalized development and training plans
- Innovative products and a dynamic business environment
- Flexible working hours and modern office spaces
- Friendly, inclusive, and supportive culture
- Exciting, international projects with real impact
- Comprehensive onboarding and continuous support
- Team-building events and company celebrations
- Competitive compensation well above industry standards

Are you ready to shape the future of semiconductor technology aimed at enabling solutions for a better life? We look forward to receiving your application at recruiting@photeon.com.

Location: Dornbirn, Austria or USA

Contact

Photeon Technologies GmbH

Attn. Johanna Ammann

Hintere Achmühlerstraße 1

6850 Dornbirn

Tel. +43 5572 40757

recruiting@photeon.com

www.photeon.com

<https://www.linkedin.com/company/photeon-technologies-gmbh>