

## HOT JOBS IN TECH

### EXECUTIVE MANAGEMENT POSITIONS

Semiconductor Test/ Manufacturing Equipment

### SALES DIRECTOR/ COUNTRY GENERAL MANAGER

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### MEDICAL / PHARMACEUTICAL

### PRODUCT MARKETING DIRECTOR

Pain Management-Anti-Cancer

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### MEDICAL / PHARMACEUTICAL

PRODUCT MARKETING DIRECTOR

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CFO JAPAN, MEDICAL LIFE SCIENCES

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Technology Positions for Asia Pacific

Semiconductor Test/ Manufacturing Equipment

SALES DIRECTOR/ COUNTRY GENERAL MANAGER

Location: Tokyo

Our client is a cutting-edge stage technology company selling products on an OEM basis to major manufacturers of semiconductor and Flat Panel Display Industry.

The candidate needs a good understanding of companies that manufacture FPD technology and incorporate componentry into their machines. This company is in start-up mode in Japan, has a distributor, but wants some of its sales are done directly. They have no problem in selling their product since there are no competitors in the Japanese market.

The person needs to be strong and very self-reliant, able to start and run a business from the ground up and report to the overseas manager. A technical degree is preferred with a history of technical and engineering related sales methodology.

PRODUCT MARKETING DIRECTOR

Anti-Cancer Agents/ Pain Management —Ld - ®'d

Location: Tokyo/ Yokohama

Industry: Pharmaceutical

This position is one of the premiere pain and anti-cancer drug companies in the world, with over 60 people in Japan this person will manage one the entire marketing effort for this unique product -- the first of its kind in Japan for pain management.

The person needs to have a very good experience of one area, either Cardiovascular/ ENT/ or Oncology or Analgesic. The candidate will understand how to work effectively with a field sales force, have a good understanding of, and relationships with Japanese doctors in the above area and will be able to maintain the momentum in Japan and product launch.

Salary is flexible, and English communication is very important. This is perhaps one of the best opportunities in the medical industry in Japan at present.

[job@gessinc.com](mailto:job@gessinc.com)

Product Marketing Director ENT

Location: Tokyo

Industry: Medical Scientific

Our client has over 700 people in Japan and is well known with over 15% of their total WW sales coming from the

Japanese market.

This Product Sr. Manager/ Director (the position title will depend upon experience), controls a division with total product P/L responsibility of over US\$ 50,000,000. While not the largest unit, it is very strategic and fast growing.

The person needs to have good leadership capability and the ability to interact with senior management, key opinion leaders and control, direct and motivate the sales force inside Japan.

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CFO MEDICAL LIFE SCIENCES

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Location: Tokyo

Industry: Gene Sequencing Company

We have been working with this client for over 10 years. An International manufacturer of Gene sequencing related information. for industrial technological applications in the automotive, processing, and semiconductor industry is looking for a highly motivated sales professional to be responsible for the entire Japan operation. This is a CFO position. The company size is Euros 1.5 Billion.

Applicants should have a strong track record and experience with US GAAP, SARBOX and JGAAP. Strong bilingual communication is essential. Of course an MBA or a CPA is strongly desirable. Salary compensation will be approximately 14-20million JPY including incentive.

To apply, please drop us a line [job@gessinc.com](mailto:job@gessinc.com)

## QUALITY MANAGER

Industry: Semiconductor devices/ Wafers

Our client is a leading semiconductor manufacturer whom we have worked with for over 10 years. They are seeking a highly motivated sales professional to join their team in Tokyo and Yokohama. Applicants should have a successful track record in quality, quality control, or customer service at the factory site.

The person can come from either the device or the equipment side of the business, or the wafer processing side of the business.

To apply, please submit resume to [job@gessinc.com](mailto:job@gessinc.com)

## HUMAN RESOURCES DIRECTOR

Location: Tokyo

Industry: Pharmaceutical

Position: Top 10 pharma-firm is looking for an HR Director to handle all staffing, compensation and benefits, recruiting, training and development, legal and general affairs -- all of the reporting responsibilities of an HR Director and reporting directly to local president. This company is one of the better known companies in their therapeutic area.

To apply, please submit your resume at [job@gessinc.com](mailto:job@gessinc.com)

#### CFO JAPAN SEMICONDUCTOR

Our client is one of the most well respected and profitable company's inside the semiconductor manufacturing industry. In Japan they have over 800 employees and major manufacturing operations.

We are looking for the # 1 CFO Controller position for Japan. This position reports directly back to the World corporate HQ. The company is one of the most profitable in Japan in their specific segment. [job@gessinc.com](mailto:job@gessinc.com)

#### OTHER CGM POSITIONS

At GESS International, Technology is what were all about: from Nanotechnology, Hardware, Storage, Networking and Teleco, Semiconductor Devices, Manufacturing and Test and Measurement to, Enterprise Software and Industrial Automation.

Most of our positions are too confidential to list.

With over 30 years of experience working with Silicon Valley companies and their international spinoffs we ARE the industry leader in the placement of Country General Managers, General Managers and Directors (Sales and Marketings, CTO's, COO's, Controllers / CFO, HR) in Japan and Asia-Pacific.

If you are an industry leader we want to speak to you. Your experience is what has made us and keeps us the Technology leader inside the industry.

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