

US Sales Lead Semiconductor

PHOENIX, ARIZONA / U.S. / FULL TIME

**The technology is proven. The first US customers are on board.
The biggest opportunity is still ahead. Do you want to lead it?**

Our early US traction has created an opportunity to build something much bigger. Now we're looking for the sales leader who can turn it into a category-defining US business. Your mission is to establish LiteScope as the reference platform for semiconductor chip analysis at the world's leading fabs and IDMs, taking us from individual customer wins to broad, repeatable adoption across the industry.

You will not be starting from zero. You will build on years of market development, strong industry relationships, early customer success, and technology that is validated and ready to scale. Your challenge is to turn that foundation into a powerful commercial engine. This is far more than a territory sales role: you will work directly with our CEO and shape our US commercial strategy.

What you'll do

- Build and grow our semiconductor business across the US.
- Develop relationships with leading fabs, IDMs, research labs and strategic partners.
- Own opportunities end to end, from first contact through purchase order.
- Navigate capital equipment sales cycles and fab capex approval chains, knowing who influences and who signs.
- Work with our application scientists to deliver customer success.
- Represent NenoVision at customer sites, conferences and industry events.

Who you are

- A builder, not an account maintainer, who owns the full sales process.
- Fluent in how semiconductor organizations evaluate and buy capital equipment.
- Comfortable talking to process engineers, FA teams and engineering leadership alike.
- Entrepreneurial, fast-moving, and excited by the opportunity to build something that could become an industry standard.
- A fit for a lean, founder-led company, not one who needs a large team around them.

What you'll get

- Direct access to our CEO and real influence over strategy and product direction.
- A competitive base salary plus a highly motivating performance-driven sales bonus. The more value you create, the more you earn.
- Motivating stock options for the right person, giving you the opportunity to share in the long-term value you help create.
- The autonomy of a startup with the credibility of proven, validated technology.
- A clear path to build the US team and grow into a broader leadership role as the business scales.

Previous experience

- Capital equipment sales, ideally at Applied Materials, KLA, Thermo Fisher, Hitachi High-Tech, ZEISS, Bruker, or similar.
- Experience selling analytical, metrology or inspection tools into semiconductor customers.

As devices shrink and technology nodes advance, conventional imaging hits its limits. NenoVision combines Atomic Force Microscopy (AFM) with Scanning Electron Microscopy (SEM) through our LiteScope technology, revealing structural, electrical and functional information conventional systems alone can't provide.

GET IN TOUCH

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