Ambarella, the worldwide leader in AI vision, HD and 4K video, is on a mission to bring AI and computer vision to all types of everyday devices, from surveillance cameras to robots to autonomous cars.

In this position you will manage sales activities in the US including all video markets, with specific sales targets, including sales of Ambarella’s Emerging Market and IP Camera product lines.

Key responsibilities:

* Identify and drive design wins maximizing sales revenue from specific target accounts.
* Maintain sales forecasting, deliver bi-weekly market and sales reports.
* Drive design wins at key IP security camera customers, both professional and consumer.
* Collaborate with marketing and engineering departments to help project management at key customers.
* Work with Ambarella’s marketing team to develop robotic and other computer vision customers in North America.
* Maintain and develop corporate image and reputation, and protect and develop the company's brands via suitable PR activities and intellectual property management.
* Recruit, manage, train and motivate direct reporting staff according to company procedures, policy and employment law.

Education and Experience Requirement:

* BA minimum. BSEE preferred.
* Minimum of ten years of semiconductor sales management including managing/developing strategic account relationships
* Experience and understanding of how to navigate large and complex customer organizations to gain access to key executives, engineering and purchasing decision makers.
* Excellent networking capabilities including internal and external customers.
* Experience selling complex semiconductor solutions with significant systems and software elements. Knowledge of video and imaging technologies a strong plus.
* Ability to work in an entrepreneurial environment and work collaboratively as part of a go-to-market team