



Job Title: Inside Sales  
Status: Full Time  
Location: Menlo Park, CA

Your major responsibilities will be to create and manage transactions to closure:

- Sourcing and serving potential buyers looking to purchase secondary semiconductor capital equipment
- Sourcing and serving potential sellers looking to sell secondary semiconductor capital equipment
- Matching buyer requirements and seller items for sale
- Negotiating price and terms with both buyers and sellers
- Setting and managing client interactions, equipment inspections
- Completing transaction closing items (working with logistics providers, the Finance Department, and ensuring customer satisfaction)
- While traders are based in Menlo Park, their transactions are global and an ability to work with foreign buyers and sellers is important

Qualifications Required:

- Forensic attention to detail
- Strong organizational skills
- Excellent verbal and written communications skills
- Bachelor degree from an accredited institution; U.S. News and World Report Top 100 school is preferable
- Minimum GPA: 3.5 (on a 4.0 scale)
- Top quartile standardized test scores
- Debate or negotiation skills
- Historical success in a client facing role, especially in sales
- Team player willing to coach and be coached by colleagues. Open to development and improvement (i.e., aware of weaknesses and focused on constant improvement)
- Professional appearance and demeanor
- MBA, CFA, CPA or similar degree or certification a plus

**Contact:**

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