

George Stanley

Strategic Account Manager, Semiconductor

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STRENGTHS

- 📈 **Account growth**
Customer roadmaps became practical account plans, and technical needs turned into qualified opportunities with clear commercial next steps.
- 📊 **Forecast discipline**
Rolling demand reviews connected ERP signals with purchase orders and capacity risks, giving operations earlier visibility into change.
- ⚙️ **Technical selling**
Complex optics and machining discussions stayed grounded in application needs, feasible processes, and customer value. Engineers welcomed the clarity.
- 🛡️ **Customer recovery**
When delivery or quality slipped, direct conversations produced realistic recovery plans and preserved trust across customer and factory teams.
- 🔧 **NPI coordination**
Prototype programs moved with fewer surprises after design, inspection, materials, and production requirements were aligned early.

SKILLS

Account growth Metrology Optics
Laser machining Mechatronics
Precision machining NPI
MEDDPICC 80/20 CRM ERP
Advanced Excel
Demand forecasting
Capacity planning Supply chain

LANGUAGES

English Native

SUMMARY

Strategic **semiconductor** account manager with 9 years of experience connecting OEM growth, metrology and inspection solutions, optics, precision manufacturing, NPI execution, and demand planning. Builds technical and commercial relationships that align customer roadmaps with factory capacity, quality requirements, material lead times, and executable delivery schedules. Applies MEDDPICC and 80/20 methods across qualification, quoting, **pipeline development**, and **share of wallet** planning. Maintains 12 month rolling forecasts through CRM, ERP, **Microsoft Office**, and Advanced Excel, turning purchase patterns and program timing into clear capacity signals. Leads executive reviews, customer escalations, quality discussions, and cross functional launch planning. Technical fluency includes optical assemblies, laser machining, mechatronics, precision machining, and metrology subsystems. Creates disciplined growth plans that protect relationships while supporting profitable, feasible production.

EXPERIENCE

Senior Strategic Account Manager, Semiconductor

Vantage Optics Group 📅 January 2023 - Present 📍 Austin, TX

Owns **semiconductor OEM** relationships involving optical and precision manufactured subsystems, connecting account strategy, customer roadmaps, NPI programs, **commercial priorities**, and factory readiness across engineering, operations, quality, and supply chain.

- Linked **MEDDPICC** opportunities with metrology platforms, **laser machining**, and optical assembly requirements.
- Built rolling ERP forecasts that reconciled customer demand, purchase orders, ramps, and factory capacity.
- Guided NPI programs from technical discovery through quotation, design alignment, prototype readiness, and scheduling.
- Led executive **business reviews** that converted quality scorecards into accountable actions across internal teams.
- Resolved delivery risks by coordinating Production, Quality, **Supply Chain**, and engineering recovery plans.

Strategic Account Manager

Meridian Precision Technologies 📅 March 2020 - December 2022 📍 Tempe, AZ

Expanded semiconductor equipment accounts through **precision machining**, optical mounts, and mechatronic assemblies, translating customer needs into qualified opportunities, feasible quotations, repeat production plans, and stronger share of wallet.

- Mapped unmet equipment needs to machining, optical, and mechatronic manufacturing capabilities.
- Built **80/20** account plans that focused resources on strategic, repeat production opportunities.
- Converted design discussions into CRM opportunities with requirements, stakeholders, timing, and next steps.
- Validated **lead times**, raw materials, machining capacity, and **inspection** needs before quote commitments.
- Compared CRM forecasts with purchase orders, exposing demand gaps for monthly planning reviews.
- Led customer visits that aligned program expectations with **production constraints** and feasible **delivery schedules**.

Account Manager, Semiconductor OEM

Nova Measurement Components 📅 July 2017 - February 2020 📍 San Jose, CA

Managed developing OEM relationships for components used in **semiconductor metrology** and inspection equipment, building trusted technical connections while coordinating forecasts, prototypes, corrective actions, and production feedback.

- Researched customer platforms and documented application needs for qualified metrology opportunities.

MY CAREER



- Senior Strategic Account Manager, Semiconductor at Vantage Optics Group (3.7 Years)
- Strategic Account Manager at Meridian Precision Technologies (2.8 Years)
- Account Manager, Semiconductor OEM at Nova Measurement Components (2.6 Years)
- Sales Engineer at Pacific MicroFab Solutions (1.8 Years)

- Connected customer schedules with **material lead times** and **production** plans through CRM and ERP.
- Coordinated corrective action updates and scorecard follow up for delivery acceptance issues.
- Moved prototype orders through **engineering** review, quotation, manufacturing release, **inspection**, and feedback.
- Built buyer confidence through clear updates, accurate follow through, and early schedule escalation.

Sales Engineer

Pacific MicroFab Solutions 📅 August 2015 - June 2017 📍 Fremont, CA

- Supported industrial and semiconductor customers purchasing precision machined and laser processed components, combining application discussions with manufacturing knowledge, disciplined quoting, prototype coordination, and practical customer communication.
- Reviewed drawings with manufacturing engineers to clarify tolerances, materials, inspection, and timing.
 - Developed quotations using cost, lead time, and process inputs from operations.
 - Tracked inquiries and opportunities in CRM with technical notes and follow up commitments.
 - Coordinated sample orders across machining, **inspection**, and shipping teams through production.
 - Managed difficult timing requests by explaining constraints and proposing feasible program alternatives.

PROJECTS

North American OEM Capacity Planning 📅 2026

Connected customer demand signals, purchase order activity, material lead times, and factory capacity reviews into a practical planning rhythm for semiconductor programs.

Metrology NPI Opportunity Conversion 📅 2024

Moved qualified metrology opportunities from technical discovery through quotation, design alignment, prototype readiness, and production scheduling with cross functional teams.

LEADERSHIP & AWARDS

- Semiconductor Industry Account Planning Mentor, 2024 to 2026
- Technical Sales Peer Coaching Group Contributor, 2023 to 2026

EDUCATION

Bachelor's Degree in Mechanical Engineering

San Jose State University 🎓 GPA: 3.5 📅 2015 📍 San Jose, CA

Coursework: Manufacturing systems, materials science, mechanical design, engineering economics

CERTIFICATIONS

- MEDDPICC Sales Methodology Certificate 📅 2023
- Microsoft Excel Advanced Business Analytics Certificate 📅 2022

TECHNICAL SKILLS

- **Semiconductor Solutions:** Metrology, Inspection, Semiconductor OEM
- **Optical Engineering:** Optical assemblies, Optical paths, Optical mounts
- **Precision Manufacturing:** Precision machining, Mechatronics, Manufacturing drawings
- **Laser Processes:** Laser machining, Laser processed components, Process specifications
- **Account Methods:** MEDDPICC, 80/20, Share of wallet
- **Planning Systems:** ERP, CRM, Microsoft Office
- **Excel Analytics:** Advanced Excel, Demand models, Forecast reconciliation
- **NPI Delivery:** New product introduction, Prototypes, Production readiness
- **Supply Chain:** Raw materials, Material lead times, Purchase orders
- **Factory Operations:** Capacity planning, Equipment availability, Production scheduling

- **Quality Management:** Quality scorecards, Corrective actions, Inspection requirements
- **Customer Engagement:** Business reviews, Customer escalations, Market intelligence

PROFESSIONAL AFFILIATIONS

- Semiconductor Industry Account Planning Mentor
- Technical Sales Peer Coaching Group

ADDITIONAL INFORMATION

Work Status : Authorized to work in United States. No sponsorship required.

REFERENCES

AVAILABLE ON REQUEST