

Are you the **component** we need?!? Open-minded, team player, passionate and hard-working?

Find out by searching our job openings and learning why it's great to work at **Taiyo Yuden (U.S.A.) Inc.**

TOP TEN Great Things about Taiyo Yuden (U.S.A.) Inc.

1. Innovative / Best in Class Product Line
2. Management Philosophy: Our management philosophy focuses on "employee well-being," "betterment of local communities" and "responsibility to provide returns to shareholders."
3. Large company transactions with a small company feel
4. Emphasis on employee growth and promoting from within
5. Fast paced, constantly changing, never boring work environment
6. Diverse work force and office culture
7. Open door policy with managers and opportunities to be HEARD
8. Top down commitment to wellness and employee health – San Diego Business Journal 2014, 2015 & 2016 Healthiest Company Nominee
9. Great employee benefit package including health, dental, vision, life, flexible spending, 401k with match, bonus plan and MORE...
10. THE PEOPLE!!

Marketing Analyst (San Diego)

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ABOUT TAIYO YUDEN:

Taiyo Yuden (U.S.A.) Inc., or (UTY), produces surface-mount and leaded passive electronic components as well as functional modules that incorporate active components. Product lines include capacitors, inductors, ferrite beads, EMI filters, ferrite cores, resonators and LC filters, functional modules, Energy Devices(Super Capacitors), and SAW/FBAR filters and modules. UTY is a wholly owned subsidiary of a Taiyo Yuden Co., Ltd.. We manage all sales, distribution and related operations for North and South America. The US operations headquarters is located in Solana Beach, California. UTY has sales offices throughout the US and Canada. We operate warehouses in Torrance, California and McAllen, Texas.

GENERAL SUMMARY:

Work to increase sales by coordinating product-related information and presentations for sales department in order to maximize opportunities for both existing and new businesses. Close communication with the company's HQ (JTY) is required. The candidate must be able to read, write and speak Japanese fluently.

ESSENTIAL JOB FUNCTIONS:

Take full responsibility and strong leadership are required below functions and assigned projects. Propose improvements and develop new methods are required without manager's specific instructions.

1. **Sales / Forecasts / Order analysis:** produces seven month forecast to JTY headquarters and

factory to ensure thorough review of sales forecasts, and analyze gaps between the forecast and actual orders/sales and plan, and informing and responding to JTY headquarter and factory requests.

- a. Prepare UTY's Order/Sales Status summary report on a weekly or monthly basis
 - b. Identify any anomalies in the data and pursue resolution with the sales group.
 - c. Distribute reports and analysis to management and sales group (i.e. order analysis reports and others from JTY and UTY database.)
 - d. Responsible for the submission, analyze and review of the company's seven month forecast as directed.
 - e. Responsible as window person for HQ system (AGNIS/ATAC3).
2. **Project Planning Support for mid & long term:** provides support to managers in the development of annual sales plans, midterm and long term. Help identify areas of concern regarding the annual, mid-term and long-term plans.
 3. **Master Database Management & Analysis:** registers a new item to OASIS material master and notifying sales and MP. Manage application master in JTY system. Process new customer registration in OASIS and JTY system. Manage several masters in JTY system. Manage several masters (accounts, contacts, products, etc.) in CRM.
 4. **SharePoint (Sales):** provides continual improvement of the SharePoint Sales site to ensure sales staff necessary information. Update information as current. Maintain SharePoint as required.
 5. **OASIS projects:** assists sales employees in the use of OASIS by providing instructions, technical advice and training. Coordinates with the Information Systems Department in UTY and JTY for the development and upgrading of FCT systems within the OASIS, such as designing customized programs and adding functions, testing work procedures, maintaining master files and information structures, trouble-shooting OASIS related issues.
 6. **CRM projects:** supports CRM project as necessary. Maintain master files and information structures.
 7. **Sales meeting:** coordinate, attend and support Sales Meeting. Prepare necessary presentations for the meeting and publish sales meeting minutes at SharePoint in a timely manner.
 8. **Market Research :** provides department support by participating in new market research and design, and assisting top management in devising marketing strategies and objectives.
 9. **Customer Inquiries:** Provides support by responding, and coordinating with Sales on inquiries to the company website / emails to ensure effective and timely follow up to customer inquiries.
 10. **Sales Expansion theme:** Check the contents and request sales for update/amendment. Instruct to Sales to input the new theme which is not covered. Making summary for managements or monthly sales meeting.
 11. **Others:** performs other related duties and projects as assigned by management.

EDUCATION AND EXPERIENCE:

Education: BA degree or equivalent; 2+ years marketing, and administrative assistant experience.

KNOWLEDGE, SKILLS AND ABILITIES:

- Strong communication skills. Japanese speaker is required.
- Ability to communicate with co-workers, and business contacts in a courteous and professional manner.
- Ability to work closely with senior management.
- Ability to pay close attention to detail and handle multi-task assignments.
- Ability to respond to frequent pressure to meet deadlines when work speed and sustained accuracy are paramount.
- Knowledge of and skill in computer software programs (Outlook, Word, Excel, PowerPoint, Access, CRM and SharePoint).
- Skills in database mining and analysis.
- Skills and experience working with large amounts of data with the ability to quick sort through information and analyze critical factors.

OTHER SKILLS AND ABILITIES:

- Continuous sitting and some standing.
- Ability to lift and carry boxes or objects that weigh 20lbs or heavier
- Ability to withstand long airplane journeys in the course of business.