Driving decarbonization and digitalization. Together.

Senior Manager Business Development for Government ID Africa (f/m/div)

Job description

As a Senior Manager Application Management within the CSS Division at Infineon, the role offers an exciting opportunity to lead business development initiatives for Government ID Applications, focusing on the African, DACH and France markets. Fluency in French is a significant advantage due to the market's emphasis. The position requires a structured yet hands-on approach, coupled with the autonomy to make important business decisions, and offers a truly international environment surrounding with highly motivated colleagues.

In your new role you will:

- **Define the Go to Market (G2M) strategy** and steer the identified business opportunities for the assigned regions of responsibility (Africa, DACH and France)
- **Develop and extend an application-oriented network with local and international players** in both Government and Industry for the assigned regions of responsibility
- **Capture application requirements to establish and to continuously update the application roadmap** and derive actions to commercialize products for the applications
- **Analyze market, ecosystem and competitors** in the value chain using regional input and derive key implications and suggestions to calibrate our business strategies
- **Refine and tailor continuously our value propositions for the communication** towards customers and potential partners
- **Support sales and business development activities** on application level
- **Drive and support selected ID projects by close cooperation** with external and internal stakeholders to win new business for Infineon

Profile

You remain aware of the big picture even in complex situations and take decisions despite uncertain circumstances. You are personally committed to the customer's concerns and award them a high priority. As a team player, you accept responsibility for common goals and put the team's results above your own interests.

You are best equipped for this task if you have:

- **A degree in Electrical Engineering, Industrial Engineering, Computer Science, Business and Management Studies** or a related field

At a glance

Location:	**Munich (Germany)**
Job ID:	**HRC0752077**
Start date:	**Jun 01, 2024**
Entry level:	**5+ years**
Type:	**Full time**
Contract:	**Permanent**

Apply to this position online by following the URL and entering the Job ID in our job search. Alternatively, you can also scan the QR code with your smartphone:

Job ID: **HRC0752077**
www.infineon.com/jobs

Contact

Daniel Lichtblau
Senior Specialist Recruiting

infineon

- **At least 6 years of relevant work experience in technical and/or marketing field**, ideally within Security & Smart Card market
- **Skills in relationship building** and a strong partner/ customer orientation
- **Proven experience with international players** and in international teams
- **Willingness to travel** in regular basis
- **Fluent English and French communication skills** - German or the willingness to learn it would be an added plus

Benefits

- **Munich:** Coaching, mentoring networking possibilities; Wide range of training offers & planning of career development; International assignments; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Flexible working conditions; Home office options; Part-time work possible (also during parental leave); Sabbatical; On-site creche and kindergarden with 220 spots, open until 5:30pm; Holiday child care; On-site social counselling and works doctor; Health promotion programs; On-site gym, jogging paths, beachvolleyball, tennis & soccer court; On-site canteen; Private insurance offers; Wage payment in case of sick leave; Corporate pension benefits; Flexible transition into retirement ; Performance bonus; Reduced price for public transport and very own S-Bahn station; Access for wheelchairs; Possibility to work remotely from abroad (EU)

Why Us

Driving decarbonization and digitalization. Together.

Infineon designs, develops, manufactures, and markets a broad range of semiconductors and semiconductor-based solutions, focusing on key markets in the automotive, industrial, and consumer sectors. Its products range from standard components to special components for digital, analog, and mixed-signal applications to customer-specific solutions together with the appropriate software.

– Connected Secure Systems (CSS) is at the heart of the IoT –

The CSS division provides end-to-end systems for a connected, secured world – building on trusted, game-changing microcontrollers as well as wireless and security solutions. CSS delivers microcontrollers plus Wi-Fi, Bluetooth® and combined connectivity solutions (known as connectivity combos) along with hardware-based security technologies to power the broadest application spectrum spanning consumer electronics, IoT devices, cloud security, IT equipment, home appliances, connected cars, credit and debit cards, electronic passports, ID cards, and more. The division is at the forefront of computing, wireless connectivity, and trusted technologies that are helping to securely connect the networked systems of today and tomorrow.

Click here for more information about working at CSS with interesting employee and management insights and an overview with more #CSSDreamJobs.

We are on a journey to create the best Infineon for everyone.
This means we embrace diversity and inclusion and welcome everyone for who they are. At Infineon, we offer a working environment characterized by trust, openness, respect and tolerance and are committed to give all applicants and employees equal opportunities. We base our recruiting decisions on the applicant´s experience and skills.
We look forward to receiving your resume, even if you do not entirely meet all the requirements of the job posting.
Please let your recruiter know if they need to pay special attention to something in order to enable your participation in the interview process.
Click here for more information about Diversity & Inclusion at Infineon.