



Sales Manager

Job description

Do you have 3+ years of sales experience in the Space/Defense industries? If you are a strong communicator accompanied by a sales mindset and team player attitude, look no further and apply today to join Infineon's IR HiRel division!

In your new role you will:

- **Define, execute, and manage all sales activities for IR HiRel within specified account base** with all IR HiRel products across the Direct, Rep, and Distribution Sales channels
- **Ensure the achievement of the sales financial objectives within your account base** that is established by the IFX Senior Management Team
- **Understand the Infineon IR HiRel products and how to position them within their customer base.** Effectively communicate throughout the cross regional team
- **Understand value based pricing for products to ensure IR HiRel P&L requirements are met**
- **Win customer programs** while providing clear feedback to the extended team
- **Establish solid relationships at your strategic customers** to proactively drive next generation designs with a focus on early design entry
- Utilize ModelN CRM to drive business. Coordinate the input for monthly revenue forecasts. Assist Regional Team with 5 year revenue plans
- **Secure top and bottom line revenue growth within their focus account base for the IR HiRel and Legacy Cypress HiRel products**, in support of our One HiRel initiative
- Implement proactive plans to leverage IR HiRel products into focus customers for Maximum ROI and Profitability

Profile

You are best equipped for this task if you have:

- Bachelor of Science, Electrical Engineering preferred, but not required
- 3+ years of Sales Experience
- Technical understanding of IR HiRel products and the Space market
- Strategic thinking skills
- Excellent communication in both verbal and written form
- Team Player attitude

At a glance

Location: **El Segundo, CA**
Job ID: **318976**
Start date: **immediately**
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:

Job ID: **318976**
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Infineon **Power & Sensor Systems (PSS)** semiconductors play a vital role in enabling intelligent power management, smart sensitivity as well as fast and reliable data processing in an increasingly digitalized world. IR HiRel, part of Infineon PSS, is a leader in high-reliability, rad hard power management and RF solutions for space and other extreme environments.

Our leading-edge power devices make chargers, adapters, power sources and lighting systems smarter, smaller, lighter and more energy-efficient. Our trusted sensors increase the context sensitivity of “things” and systems such as HMI, and our RF chips power fast and reliable data communication.

– **We drive leading-edge power management, sensing and data transfer capabilities** –

