



Director Application Management Autonomous Mobility (f/m/div)*

Job description

As Director Application Management Autonomous Mobility in the Vehicle Automation and Safety (VAC) segment, you adapt and deploy the global G2M strategy for the region, manage regional G2M activities on focus application level and feedback on customer/market acceptance of IFX solution offering. If this position sounds interesting to you, then apply now!

In your new role you will:

- **Adapt & deploy global G2M strategies for the region**, manage regional G2M activities on focus application level and feedback on customer/market acceptance of IFX solution offering
- **Lead business development and drive demand creation** activities to secure cross-product design-wins
- Be the **prime contact in region EMEA** in the Infineon global network of autonomous mobility applications
- **Coordinate cross-divisional offering** for focus applications
- **Provide regional needs** for collateral creation to Marketing Communication Content Manager and Digital Marketing Communication
- **Engage with regional ecosystem partners** in collaboration with Partnership and Ecosystem Management
- **Generate and optimize system strategies/portfolios in line with Business Line strategies** for the focus applications and focus product segments
- **Prepare regional long-term forecast (5y)** on application level tied to regional strategies
- **Define regional pricing strategy** for focus product segments and manage quoting outside of pricing office limits to capture value-based mark up

Profile

You are good at developing, coaching and mentoring your team with innovative spirit and your excellent communication skills. You are well organized and have process & structural competences. With your proven record in growing business for electronic products and your keen business sense, you are capable to identify opportunities and convert leads to business. Strong marketing and analytical skills with excellent strategic thinking and team working spirit complete your profile.

You are best equipped for this task if you have:

At a glance

Location: **Munich (Germany)**
Job ID: **322712**
Start date: **as soon as possible**
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: **322712**
www.infineon.com/jobs

Contact

Laura Nairz
Talent Attraction Manager



- A **degree in Electrical Engineering or Electronics Engineering**
- At least **10 years of professional experience preferably in a related industry** – semiconductor, automotive electronics or similar
- **Business knowledge in application & product management, account management, solution selling, negotiation with customers, planning and execution**
- **Strong marketing and analytical skills with excellent strategic thinking and team working spirit**
- **Familiarity with autonomous mobility applications** either on **System Level or Semiconductor Product Level** and with **market development trends, competition movement, relevant macro-economic policies/regulations** and their impact to our business
- A **proven record in growing business for electronic products**, and with a **keen business sense** capability to **identify opportunities** and **converting leads to business**, demonstrate ability to understand the business value position
- A **proven record in developing product sales & marketing strategy**, at the same time **hands-on in implementing plans** and **driving cross-functional teams**
- **Innovative spirit** is a requirement when **developing partner networks**.
- **Fluent English skills**

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; Sabbatical; Creche and kindergarden with 180 spots and opening times until 6pm; Holiday Child Care; On-site social counselling and works doctor; Health promotion programs; On-site gym, jogging paths, beachvolleyball, tennis and soccer court ; On-site canteen; Private insurance offers; Wage payment in case of sick leave; Corporate pension benefits; Flexible transition into retirement; Performance bonus; Cheaper ticket for public transport and very own S-Bahn station; Accessibility access for wheelchairs

Why Us

Part of your life. Part of tomorrow.

We make life easier, safer and greener – with technology that achieves more, consumes less and is accessible to everyone. Microelectronics from Infineon is the key to a better future. Efficient use of energy, environmentally-friendly mobility and security in a connected world – we solve some of the most critical challenges that our society faces while taking a conscientious approach to the use of natural resources.

– Automotive (ATV) shapes the future of mobility with micro-electronics enabling clean, safe and smart cars –

Semiconductors are essential to realize key trends like eMobility, automated driving and secure, connected cars. Infineon **ATV** is the #1 semiconductor partner in the fast-changing automotive world, based on our system knowledge coupled with our passion for innovation and quality. We are a key driver in the ever-advancing pace of digitalization in the automotive industry.

** The term gender in the sense of the General Equal Treatment Act (GETA) or other national legislation refers to the biological assignment to a gender group. At Infineon we are proud to embrace (gender) diversity, including female, male and diverse.*

