



Account Sales

Job description

Infineon Korea is looking forward to working with a young and passionate Sales Manager for joint accounts.

In your new role you will:

- Define and monitor sales goals - derived from the segment goal - for the designated Accounts (Joint Accounts)
- Definition, implementation and monitoring of an appropriate sales and customer portfolio to achieve the target goals and maximize Infineon's business (Define targets and strategies and plan of assigned Joint accounts with distributor, responsible for implementation and monitor the progress to achieve revenue growth)
- Drive local program to grow business including RC strategy on Joint accounts
- Maximize distributors'/customers' satisfaction by ensuring timely response and prompt resolution of all issues / escalations
- Drive the sales and demand creation activities through internal, Distributor and customer reviews
- Ensure appropriate internal sales reporting and to the segment specific product lines in Infineon

Profile

You are best equipped for this task if you have:

- Bachelor's degree in Electronic/Electrical Engineering or an equivalent technical degree
- 5+ years of work experience in the semiconductor industry as a Sales, Marketing or Field Application Engineer and Distribution Management experience
- Excellent in communication skill and fluent in written and spoken English and interpersonal skills to interact / present / engage different stakeholders (internally and externally) with confidence
- Require good analytical skills to analysis data, reports and information available to resolve problems or formulate strategies
- High level of listening and negotiation skill for business closure and problem solving
- Provide solutions on critical issue face by end customer and distributor
- Excellent in customer decision making progress and influence, good knowledge of external environment (clients, competitors, industries)

At a glance

Location: **Seoul (Korea)**
Job ID: **332352**
Start date: **Apr 01, 2022**
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: **332352**
www.infineon.com/jobs

