



Pricing Specialist

Job description

Have you always wanted to know how an effective pricing strategy is developed and implemented? Are you a communicative person with an analytic mindset? Would you like to work for one of the key players in the tech industry? Then we have a great opportunity for you to join our successful team in our Livonia, MI, office! Come and join us!

In your new role you will:

- **Facilitate Quoting Distribution & Direct business in SAP CRM**
 - Provide first pass pricing to Distributors & Direct customers via SAP
 - Provide quotes to regional Sales teams in close collaboration with the Marketing colleagues
 - Consider all available background information and try to determine the optimal price for each business situation, weighing the interests of Infineon against the requirements of the customers.
 - Analyze various inputs, including but not limited to market trends, customer feedback, feedback from regional pricing teams and product information, to derive the optimal pricing for 'their own' defined industry segment
 - Consulting/Guidance of regional MKT in regards to pricing processes & tools as well as supporting pricing decisions via analytics or profound pricing know-how
- **Process Volume Purchase Agreements (VPA)**
 - Support Sales and Marketing in standard Volume Purchasing Agreements (VPAs), including independent preparation of proposals and additional information for negotiations
 - Participate in face-to-face price negotiations with customers when necessary
 - Facilitate communication between Sales and Marketing
- **Interface to Distributors, Sales & MKT colleagues**
 - Be the first point of contact for all pricing or quoting topics for our Distribution & Sales Partners in AMERICAS.
 - Provide internal support in all quoting related matters
 - Support deployment of tactical pricing/marketing programs in the region

At a glance

Location:

Job ID: **337796**

Start date: **as soon as possible**

Entry level: **3-5 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: **337796**
www.infineon.com/jobs



- Encourage permanent optimization/constant improvement of Sales and Marketing processes to increase efficiency and effectiveness

Profile

You are best equipped for this task if you have:

- A bachelor's degree in business and/or engineering related fields, including but not limited to Business Administration, Business Engineering, Finance, Economics, and Electrical Engineering
- 3-5 years of experience in pricing, marketing or similar functions in the tech industry is highly preferred
- Basic understanding of the Sales and/or Distribution side of business- ideally with knowledge of pricing and/or quotes; experience within theB2B area is considered a plus
- Proven skills in data analytics
- Meticulous attention to detail, diligence and very good with numbers
- Proactive personality with a sense of urgency and attention to detail at all times
- Service minded
- Proven experience as a strong team player and self starter
- The ability to be a quick learner and have a high level of curiosity
- Ability to work independently and to structure own work
- Fluency in English with stellar written communication and presentation skills
- Proficiency in MS-Office (especially Excel); experienced in Business Objects; knowledge of SAP CRM and analytical tools is highly preferred

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.

Infineon Technologies Americas Corp. is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex (including pregnancy, childbirth, or related medical conditions), gender identity, national origin, ancestry, citizenship, age, physical or mental disability, legally protected medical condition, family care status, military or veteran status, marital status, domestic partner status, sexual orientation, or any other basis protected by local, state, or federal laws. Applicants with questions about access or requiring a reasonable accommodation for any part of the application or hiring process should contact the Talent Network by phone at (408) 503-2194.

Employment at Infineon is contingent upon proof of your legal right to work in the United States under applicable law, verification of satisfactory references and successful completion of a background check and drug test, and signing all your on-boarding documents .

In some instances, if applicable, U.S. export control laws require that Infineon obtain a U.S. government export license prior to releasing technologies to certain persons. This offer is contingent upon Infineon's ability to satisfy these export control laws as related to your employment and anticipated job activities. The decision whether or not to submit and/or pursue an export license to satisfy this contingency, if applicable, shall be at Infineon's sole discretion.



IMPORTANT NOTICE :

Infineon is requiring all new U.S. employees and contractors to be fully vaccinated against COVID-19. Full vaccination is defined as two weeks after both doses of a two-dose vaccine or two weeks since a single-dose vaccine has been administered. Anyone unable to be vaccinated, either because of a sincerely held religious belief or a medical condition or disability that prevents them from being vaccinated, can request a reasonable accommodation.

Infineon Technologies takes data privacy and identity theft very seriously. As such, we do not request personally-identifiable information (PII) from applicants over the internet or electronically. Please kindly refrain from disclosing your PII electronically during the application process or to unauthorized websites that may purport to be Infineon or any of our affiliates.

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