



## IPC Key Account Manager\_348187

### Job description

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#### General Description:

- Cooperate with the MNC account team to fulfill the defined account strategy and tactics;
- Drive demand creation activities and develop IPC business as well as cross-selling of all division products to achieve design win and sales revenue targets at designated MNC account;
- Align with internal stakeholders to develop a focused application strategy to enlarge IFX's market share and strengthen IFX's leading position;
- Establish and manage relationships with local MNC accounts to enhance local deep collaboration;

#### In your new role you will:

- Build know-how of target application (like Industrial Drives, EV, PLC, etc.) through well-planned customer interaction. Be sensitive to market dynamics and customer requirements.
- Work closely with the MNC account team and regional team on local business development, to ensure enough exposure.
- Establish and manage relationships with local MNC management, coordinate and involve all activities: ensure timely and accurate sales forecast, design-in /win projects update, quotation request, order fulfillment, quality issue, workshops and management engagement meeting, etc.
- Be proactive and have great initiative, have good interpersonal and communication skills, and build trust with internal and external stockholders.
- Provide appropriate sales reporting timely, highlight and manage potential forecast risk and project risk in advance.

### Profile

#### You are best equipped for this task if you have:

- Sufficient selling experiences in electronics, electrical, and/or semiconductor industry with a decent track record growing customer account; Experience of serving industrial industry customer will be a plus.
- Excellence in communication in both internal and external, power of influencing;
- Logical thinking, system understanding, and awareness of process; Team player;

#### At a glance

Location: **Chengdu, (China)**  
Job ID: **348187**  
Start date: **as soon as possible**  
Entry level: **5+ years**  
Type: **Full time**  
Contract: **Permanent**

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- Good command of English in oral and written.

## Benefits

- **Chengdu, :** 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; Medical coverage; On-site social counselling and works doctor, in Wuxi only.; Provision of health tips, health knowledge sharing, annual medical check; Employees in Shanghai are entitled to use a gym located close to the office for free; On-site canteen, in Wuxi only.; Private insurance offers in some sites.; Wage payment in case of sick leave; Corporate pension benefits in some sites.

## Why Us

**Part of your life. Part of tomorrow.**

Infineon is a world leader in semiconductor solutions that make life easier, safer, and greener. Our solutions for efficient energy management, smart mobility, and secure, seamless communications link the real and the digital world.

