



Senior Director, Sales

Job description

In your new role you will:

- To lead sales team, organize distribution partners, execute strategies, manage JA customers, meet the corporate objectives;
- To assess potential market, application, customers, for value proposition;
- To collaborate with Segments, Marketing, and internal parties for alignment in support of customers in different regions, applications, etc.;
- To motivate and support team in addressing issues and challenges, grow potential and leaders in the organization;
- To identify right distribution partners for the right customers, maximize the capabilities and coverage;
- Ultimately to establish strategic alliance with key customers, reach the sales revenue of Infineon products across all divisions/PLs;
- To coordinate, drive and align the demand creation in channel, by leveraging Infineon DIV, PL strategy and resources across internal and external counterparts;
- Management: Co-ordinate input for revenue forecasting and budgeting for the defined joint account in all four segments. Team-up with distributors to manage relationships at the executive level as well as mid-management levels within the assigned account of all four segments;
- Definition, development and implementation timely product transitions as appropriate for all products. Drive annual Blue Book process, alignments & finalization. Represents for all issues related to the product lines linked to the assigned joint accounts;
- To establish relationships with executives & decision makers in target customers & distribution partners, help develop multilayer cooperation among them. To have periodically business reviews with divisions and distributors to ensure the service standard ;
- To maximize BW & the number of Pipelines, drive BlueBook & set the sales directions. To analyze the results and numbers leading to improve share of SAM, and cross selling;
- To close monitor the fulfillment of customers' requirements, take timely actions to ensure and improve the satisfaction of JA customers;
- To prepare the sales budget, meet design win/demand creation objectives. Consistently improve the efficiency of Sales & distributors' operations, reduce the risks of losing DI/BW opportunities, maintain sustainable growth & market share capture;
- People competence; to grow potentials, to grow leaders.

At a glance

Location: **Shanghai, (China)**
Job ID: **350430**
Start date: **as soon as possible**
Entry level: **5+ years**
Type: **Full time**
Contract: **Permanent**

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Job ID: **350430**
www.infineon.com/jobs



Profile

You are best equipped for this task if you have:

- Bachelor and above Degree in EE. 15+ years of experience with the semiconductor industry. 5+ years in leading an organization.
 - Sales and business driven, experience in handling tough challenges, drive tough business growth.
 - Able to grow business through strong collaborating with internal stakeholders, with the broader of interests of the organization top of mind to win/win with customers.
 - Ability to understand and assess business needs and dynamics on cross-functional basis. Proven track record of successfully navigating a matrix organization to achieve business targets.
 - Experienced in managing and driving multiple team on complex engagements with end-to-end responsibilities.
 - Experienced in people development, matrix management, organizational planning, budgeting and project management skills.
- Excellent verbal and written communication skills, with demonstrated ability to present results and future objectives to senior levels of organization and offerings.

Benefits

- **Shanghai, :** 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.

