



Senior Account Manager (f/m/div*)

Job description

Are you an autonomous, strong driven person who is able to focus on business development? Do you have a creative problem-solving attitude and the ability to inspire others? If you said 'yes' to both questions, you can now join a leader in the semiconductor industry! Apply now and become a Senior Account Manager in Infineon!

As an Account Manager for the whole energy segment, you will be a part of the Global Account Team of a major Industrial Global Customer. The account is an exciting industrial customer, having worldwide locations and visibility up to C-level. You will help to define the right penetration & global strategy for your application segment, establish its sales activities, as well as executing and controlling them. You will pursue the sales objectives and maximise the business for the targeted Infineon products.

In your new role you will:

- **Define, implement and monitor** an appropriate **sales strategy** to **develop revenues** and to achieve the targeted goals
- **Identify new projects with high sales growth** potential and assigns the organisation demand, while creating resources / competencies to maximise design wins & cross selling
- **Coordinate the team activities** dedicated to the account in a worldwide environment
- **Manage customer's relationship** up to management levels
- **Identify, assess and manage business opportunities**
- **Plan and monitor the budget**, while providing forecasts and reporting on a regular basis.

Profile

You have a structured, self-driven working style with strong focus on business. You are personally committed to the customer's concerns and overcome challenging situations with creative solutions. Moreover, your team player attitude gives you the ability to motivate, inspire and collaborate with the organisation and the team.

You are best equipped for this task if you have:

- **University degree in Electronic Engineering** or similar
- **3+ years experience in Semiconductor sales**
- Excellent communication skills to establish lasting relationship with customer and ability to interface with top management levels
- Ability to work in an international environment, with a strong team orientation

At a glance

Location:

Job ID: **HRC0072881**

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. Alternatively, you can also scan the QR code with your smartphone:

Job ID: **HRC0072881**
www.infineon.com/jobs

Contact

Carlos Ribeiro

Talent Attraction Manager



- Willingness to frequently travel in Europe and few times per year overseas (ex. Asia)
- Strong drive, autonomous behaviour and problem solving skills
- Native skills in French + fluency in English are mandatory (German is a plus)

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.

** 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.*

