

Driving decarbonization and digitalization. Together.



Senior Manager – Account Management (San Jose, CA)

Job description

Infiniteon Technologies Americas Corp. is seeking a Senior Manager – Account Management (San Jose, CA) to serve as an integral member of our distribution DEM division to engineer technical sales and provide customer service to promote and support Infineon electronic products.

Infiniteon Technologies Americas Corp. is seeking a Senior Manager – Account Management (San Jose, CA) to serve as an integral member of our distribution DEM division to engineer technical sales and provide customer service to promote and support Infineon electronic products. Understand customer systems and technical requirements to propose Infineon system solutions and value proposition to meet customer needs. Take ownership of the Infineon customer interface with an emphasis on managing the accounts as well as developing key relationships with customer and distribution partners. Drive Infineon business at targeted accounts by working closely with several groups within Infineon to ensure success with the customer. Responsible for demand fulfillment including, but not limited to, managing the integrity of demand creation registrations, tracking budget targets, coordination of customer and field quality support, PCN's, logistics topics, forecasts and managing issues and part shortages. Perform business management, progress tracking and reporting for defined territories with local distribution channel partners. Provide strategy development support, business planning and goal setting support for assigned accounts and distributors. Leverage organizational structure of direct and channel partner resources to serve the market. Establish and develop relationships with customer engineering and commercial decision makers at focus customers while establishing and maintaining efficient communication with business lines and marketing. 10% domestic travel required, up to 5% international travel required.

Profile

JOB REQUIREMENTS:

Requires a bachelor's degree in Computer Engineering or a related field and 2 years of experience in technical sales support and customer facing roles. Must have the following experience: creating block diagrams, solving customer's technical problems, and communicate how products apply and solve problems to customer's applications; working in a distribution partner network and distribution sales environment; pre-sales and post-sales activities, specifically applying technical knowledge to influence design, technical support, and consulting to promote demand creation; working cross-team with marketing and business units to drive new account opportunities and product strategies; power and wireless semiconductors; embedded system design including Wi-Fi and Bluetooth standards and MCU architectures; RF; and communicating and interacting as a part of a team regarding technical design, supply chain, and order management. 10% domestic travel required, up to 5% international travel required.

At a glance

Location: **San Jose, CA (United States)**

Job ID: **103092**

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: **103092**
www.infineon.com/jobs



THIS POSITION IS ELIGIBLE FOR THE EMPLOYEE REFERRAL PROGRAM

Email resumes to: JobApplication@infineon.com ref. job code **SJM120** when applying.

Benefits

- **San Jose, CA:** Medical, Dental & Vision Plans; Flexible Reimbursement Accounts (FSAs); Industry leading 401k Employer Contribution/Match; Company Performance Bonus; Holiday Pay & Paid Time Off (PTO); Flexible Working Conditions, Part-time Options; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Wide range of Training Offers & Career Development Planning; Coaching, Mentoring, Networking Possibilities; International assignments; Basic Life & Dependent Life Insurance; Paid Sick Leave, Accidental Death & Disability Insurance (AD&D) ; Short-term & Long-term Disability ; Employee Assistance Program (EAP) ; Health Promotion Programs ; Reduced Price for Public Transportation

Why Us

Infineon designs, develops, manufactures, and markets a broad range of semiconductors and semiconductor-based solutions, focusing on key markets in the automotive, industrial, and consumer sectors. Its products range from standard components to special components for digital, analog, and mixed-signal applications to customer-specific solutions together with the appropriate software.

We are on a journey to create the best Infineon for everyone.

This means we embrace diversity and inclusion and welcome everyone for who they are. At Infineon, we offer a working environment characterized by trust, openness, respect and tolerance and are committed to give all applicants and employees equal opportunities. We base our recruiting decisions on the applicant's experience and skills.

We look forward to receiving your resume, even if you do not entirely meet all the requirements of the job posting.

Please let your recruiter know if they need to pay special attention to something in order to enable your participation in the interview process.

[Click here](#) for more information about Diversity & Inclusion at Infineon.

Driving decarbonization and digitalization. Together.

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.

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.



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.

Salary Range: \$170,000 to \$187,000 per year

