



Senior Manager, Account Management

Job description

We are seeking an experienced Account Manager responsible for the development, measurement and execution of the growth strategy for assigned account(s). Apply today to work with a global company that makes life easier, safer and greener!

In your new role you will:

- Take ownership of the Infineon customer interface, **driving demand creation and revenue generation to meet or exceed specific targets**
- **Develop and strengthen key relationships** in multiple Industrial Power and Control lead customers; including but not limited to Executive Management, Engineering, Program Management, Purchasing, Quality, and Operations
- Maintain and update customer relationship management (**CRM**) information
- Develop, communicate, and **execute account strategies**, align with global extended team members; including marketing and application engineering to develop new business opportunities
- **Understand customer requirements** to best propose Infineon system solutions and value proposition to our customer's needs
- Manage and drive contract negotiations, pricing, accurate forecasting, and overall business relationship

Profile

You have a knack for developing relationships and have superior management skills. You are a strategic seller who is highly motivated to work together as a team to achieve success.

You are best equipped for this position if you have:

- Bachelor's degree in Electrical Engineering
- 6 + years of professional sales and marketing experience
- Ability to demonstrate strong understanding of account development and strategic selling skills
- **Power semiconductor experience** and/or experience in industrial drives, renewables and **innovative new applications** showing potential for high growth

At a glance

Location: **Milwaukee, WI**
Job ID: **309045**
Start date: **immediately**
Entry level: **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:

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