



Senior Key Account Manager

Job description

We are seeking an experienced Senior Key Account Manager to drive design win and revenue growth at key Power & Sensor Systems (PSS) accounts in the Boston area. Join us and advance our industry leading semiconductor solutions with a global company that makes life easier, safer and greener. Apply today!

In your new role you will:

- Be responsible for **driving revenue and design win growth** in an assigned list of Infineon's most important strategic accounts in the Boston market
- **Develop, document, and execute a comprehensive strategy** for each account. Communicate and drive the strategy with global extended team members and key stakeholders to achieve assigned targets
- **Grow and strengthen customer relationships** including but not limited to engineering, procurement, operations, program management, quality, up to C-level executives
- Work with a global team of internal stakeholders to achieve assigned targets utilizing the strategic plan
- Maintain **opportunity tracking and accurate forecasting** for each assigned account
- Manage **contract negotiations, pricing**, and overall business relationship

Profile

You are a team player with a positive attitude and bring a creative approach to solving difficult challenges. You have the ability to recognize customer needs and effectively utilize resources to achieve strategic goals.

You are best equipped for this task if you have:

- A Bachelor's degree preferably in Electrical Engineering, other Engineering, or Business
- 10-15 years or more of **demonstrated success in power semiconductor sales supporting large, complex accounts**
- Experience selling analog, digital, sensors is a plus
- Extensive experience selling to a wide range of customer contacts from working level engineers, procurement, quality up to C-Level executives
- A successful record of penetrating, **managing, and growing large strategic accounts** with demanding requirements and complex sales process

Infineon **Power & Sensor Systems (PSS)** semiconductors play a vital role in enabling intelligent power management, smart sensitivity as well as fast and reliable data processing in an increasingly digitalized world.

At a glance

Location: **Andover, MA**
Job ID: **310665**
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:

Job ID: **310665**
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Our leading-edge power devices make chargers, adapters, power tools and lighting systems smarter, smaller, lighter and more energy-efficient. Our trusted sensors increase the context sensitivity of “things” and systems such as HMI, and our RF chips power fast and reliable data communication.

– We drive leading-edge power management, sensing and data transfer capabilities –

[Click here](#) for more information about working at PSS with interesting employee and management insights and an overview with more #PSSDreamJobs.

