



Director Sales Account Manager (f/m/div)*

Job description

Are you client oriented? Do you love to communicate with people from your area and make sure that their needs are fulfilled? You're driven by goals and have the energy to make things happen? Then you must be the Director Sales Account Manager we're looking for!

You'll be a driver to our sales activity, building trustworthy relationships with our clients while making sure that you bring value to everyone involved in the business.

In your new role you will:

- Drive Sales and Demand Creation activities in Israel for **computing, artificial intelligence, power and sensor systems**.
- Understand the Customer and Partner, **Relationship matrix and Key decision makers** to drive Strategic Relationship actions at multiple levels between Infineon and Customers.
- Develop and lead the **development of the account strategy plan** (5y) and **create value for customer** based on the overall Infineon system offering.
- Get inroad into **strategic projects** at the assigned Customers and **provide demand creation funnel**.
- Set **long term Account development objectives** including new application fields (Scouting in Emerging Application and Business areas).
- Understand competitive situations **and create strategies** to keep Infineon Business profitable and increase market shares.
- **Prioritize and drive business development areas** and **propose potential partners**.
- Implement, monitor (controlling) the **sales strategy** to achieve targets, and make sure the **account plan** is executed.
- Understand **customer needs and applications** and **communicate back into the multiple Product Line at Infineon**.
- Control Sales **Achievements and track Sales Numbers** for multiple Channels and Regions.
- **Manage and drive Contract** and pricing negotiations.
- **Network**, integrate and partner with relevant 3rd parties.

Profile

You focus your efforts on finding solutions that offer added value for both the customer and Infineon while promoting awareness for quality. You see yourself as the key integrator enabling the bridge between customer, sales and division by putting a strong emphasis on a deeply structural approach to your customers, addressing issues with

At a glance

Location: **Netanya (Israel)**
Job ID: **319270**
Start date: **as soon as possible**
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: **319270**
www.infineon.com/jobs

Contact

Diogo Venâncio
Talent Attraction Manager



your technical background and expertise. You commit yourself with great determination to the results of your team and the company as a whole, are personally committed to the customer's concerns and award them a high priority, while at the same time cooperating across boundaries and appreciating the contributions of team members. **You understand the local market in especially for computing, artificial intelligence and for power and sensor systems.**

You are best equipped for this task if you have:

- A **university degree in electrical engineering or industrial engineering** which will give you the needed basis for this task ideally with a strong familiarity of the power management market.
- A **technical background or natural technical Affinities which give you the need standing for Client negotiations and presentation, and sales experience in Israel especially for computing, artificial intelligence and power and sensor system.**
- Over **8 years of experience in sales, marketing, business development or field application engineering** with a strong emphasis on winning projects and driving revenue preferably within the semiconductor industry.
- Joy in taking the **initiative, thrive on bringing the results**, are a great organizer and enjoy working in a team.
- **Excellent English and Hebrew Language skills** as well as being a good presenter of complex issues which has always helped you align with others across internal and external contacts.
- **Enthusiasm for Account Management tasks** and **willingness to travel up to 30% international.**

Why Us

Part of your life. Part of tomorrow.

We make life easier, safer and greener – with technology that achieves more, consumes less and is accessible to everyone. Microelectronics from Infineon is the key to a better future. Efficient use of energy, environmentally-friendly mobility and security in a connected world – we solve some of the most critical challenges that our society faces while taking a conscientious approach to the use of natural resources.

** 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.*

