



Account Sales Manager

Job description

Infiniteon Korea is looking forward to working with a passionate, experienced Sales Manager for Samsung Digital Appliances.

In your new role you will:

- Responsible for the sales account manager targeting to Samsung DA(Digital Appliance)
- Achieve Sales goals like Revenue/Design Win and Create new revenue through both market share increasing and finding out new opportunity
- Set up strategies plan with priority and then Execute business plan for Samsung DA
- Orchestrate internal/external customers with accountability to achieve Win-Win situations to all parties
- Actively manage customer relationship to establish broad and deep engagements for Samsung DA
- Continuously generate strong design pipelines which support to achieve target revenue goal and design wins

Profile

You are best equipped for this task if you have:

- Bachelor's degree in Electronic/Electrical Engineering or an equivalent technical degree
- 10+ years of work experience in the semiconductor industry as a Sales, Marketing or Field Application Engineer (with regard to Samsung accounts)
- Sales experience for Samsung DA is a plus.
- Exceptional work ethic, the ability to work independently, Self-motivated, Driven and a strong desire to succeed
- Excellent in customer decisions making process and influence, good knowledge of external environment (clients, competitors, industries)
- Excellent in communication skill and fluent in written and spoken English

At a glance

Location: **Seoul (Korea)**
Job ID: **320112**
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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