



Senior Manager Distribution Sales CMM PSS

Job description

Define and execute responsible distributors' business development plan, maximize PSS Core & Mass market revenue grow design funnel pipelines and enhance Infineon's position at channel partners

In your new role you will:

- Define and execute responsible distributors' business development plan, maximize PSS Core & Mass market revenue grow design funnel pipelines and enhance Infineon's position at channel partners
- Lead and drive new Demand Creation business through fully cooperation with distributor all potential resources.
- Maintain good relationship and drive business growth at focus core accounts
- Work with distributors to fully understand customers profile and requirements, get support needed addressed from marketing and product line side, finally to serve customer's demand and grow revenue.
- Review all business relevant aspects on a regular basis and coordinate necessary resources (distributors PM, FAE, Sales force.) to drive demand creation and revenue growth
- To deal with all relevant organizations for service issues from customer satisfaction perspective.

Profile

You are best equipped for this task if you have:

- BSEE or equivalent, Electrical Engineering preferred
- 6+ Years of experience with a proven track record of winning designs and growing revenue.
- Experience of sales at power semiconductor market is a plus
- Good Communication skills, Self-motivated, proactive & independent.
- Applications/Markets knowledge to drive P2S mentality and capability
- Fluent spoken and written English and Chinese
- Multicultural environment experience is preferred.

At a glance

Location: **Shenzhen, (China)**
Job ID: **321541**
Start date: **immediately**
Entry level: **5+ years**
Type: **Full time**
Contract: **Permanent**

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Contact

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