



Sales Manager Distribution Sales

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

At a glance

Location: **Shanghai, (China)**
Job ID: **321542**
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: **321542**
www.infineon.com/jobs

Contact

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- Multicultural environment experience is preferred.

Benefits

- **Shanghai, :** Coaching, mentoring networking possibilities; Wide range of training offers & planning of career development; International assignments; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Flexible working conditions; Medical coverage; On-site social counselling and works doctor, in Wuxi only.; Provision of health tips, health knowledge sharing, annual medical check; Employees in Shanghai are entitled to use a gym located close to the office for free; On-site canteen, in Wuxi only.; Private insurance offers in some sites.; Wage payment in case of sick leave; Corporate pension benefits in some sites.

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.

