



Staff Specialist Account Management

Job description

Drive Infineon business at targeted Industrial and IOT applications with wifi_BT, microcontrollers, Embedded Security by working closely with several groups within Infineon to ensure success with the customer.

Major Risk And Responsibilities;-

- Take ownership of the Infineon customer interface with an emphasis on managing the accounts as well as developing key relationships with customer and distribution partners
- Drive business and demand creation to meet and exceed given targets.
- Drive Infineon business at targeted Industrial and IOT applications with wifi_BT, microcontrollers, Embedded Security by working closely with several groups within Infineon to ensure success with the customer
- Understand customer systems and requirements to propose Infineon system solutions and value proposition to meet their needs.
- Responsible for demand fulfilment including, but not limited to, managing integrity of demand creation registrations, tracking to budget targets, coordination of customer and field quality support, logistics topics, forecasts, and managing issues and part shortages
- Business management, progress tracking, and reporting for defined territories with local distribution channel partners and other Division colleagues
- Strategy development planning and deployment, forecast planning, and goal setting support for assigned accounts and distributors
- Leverage organizational structure of direct and channel partner resources to serve the market
- Establish and develop relationships with customer engineering and commercial decision-makers at focus customers while establishing and maintaining efficient communication with business lines and marketing
- Work closely with Country Head and marketing peers to ensure a seamless customer support coverage

Profile

Education: .E Electronics/Electrical, M.B.A

Experience:

- 3+ years of experience in Embedded semiconductor sales, account management, and marketing
- Bachelor's degree in Electronics/Electrical Engineering preferred
- A good knowledge in Wifi_BT, Microcontroller and embedded system is desire
- A strong track record of defining a strategy to achieve a specific goal and achieving it
- A strong records of acquiring new customers and solid demand creation achievement
- Strong Organizational skills, fast/thorough response time, a structured approach
- Clear and concise communication skills and the ability to explain ideas/concepts

At a glance

Location: **Bangalore (Indien)**
Job ID: **322106**
Start date: **immediately**
Entry level: **5+ years**
Type: **Full time**
Contract: **Permanent**

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- Passion and a sense of purpose; lead by example
 - Take ownership and feel responsible for accomplishing the task
- Creative and innovative thinking based on facts and an analytical

