



Manager - Business Development

Job description

In this role, you will be responsible for Business development in Indonesia to expand local market coverage & customers/partners network

In your new role you will:

- **Explore, identify and qualify** new potential **local customers/partners** for existing /emerging applications and develop use cases using Infineon existing/new portfolio
- Establish as **One Infineon customer interface** and **first point of contact** with **identified new customers/partners** representing all Infineon divisions for cross-division selling; Establish and enhance customers/partners relationship
- Engage **internal Infineon stakeholders** (distribution management, regional marketing, partnership management, etc) to validate new customer project opportunities and to achieve Business Win & Revenue targets
- **Act as local intelligence** with an understanding of **local customers/partners network**, market environment, local language/cultural requirement
- Engage with local government agencies to understand policies or initiatives to be implemented
- **Provide support as local Marcom champion** to create local Infineon brand awareness
- **Management reporting** on **customers project activities** with up-to-date information and escalate critical issues whenever appropriate

Profile

You are best equipped for this task if you have:

- Bachelor's degree in Electronics/Electrical Engineering
- At least **6 years in Sales and/or Marketing experience** in **Semiconductor** Industry
- A good knowledge of **system & application level understanding** in Power and Sensor will be an advantage
- Excellent presentation & communication skills
- Analytic thinking skills and quick learner, high performance-oriented
- Ability to interface with Higher Management levels in pursuing business strategies
- Fluent in spoken & written English and local language
- Willing to travel and can work under strong pressure

At a glance

Location: **Jakarta (Indonesia)**
Job ID: **323870**
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:

Job ID: **323870**
www.infineon.com/jobs

