



Account Sales / Power & Sensor Systems (Tokyo Osaki)

Job description

In your new role you will: be responsible to Japanese major customer to drive business to achieve Revenue and Design Win Target

- Account Management of Key Accounts
- Drive & Manage Demand Creation Activity with Marketing, Engineer, and Headquarter to achieve Design Win and Revenue Target
- Make Account Plan with Global Account Manager to execute the plan to maximize the revenue of IFX product
- Relationship Building with customer stakeholders and management it for our future business
- Account management: Drive customer/EMS&OEMs/distributor to achieve aligned Target of Design Win and Revenue as of Account Sales, also Demand Fulfillment management
- If customer is Global basis Japanese customer, then will work with other region to achieve Target

Profile

You are best equipped for this task if you have:

- Native Japanese Speaker with excellent communication skill
- TOEIC(650) / Business English skill (Email/Reading Manual/Conversation/Phone conversation/Teleconference)
- 3-6
3-6 years of Sales experience in Semiconductor Industry
- PC Excel, PowerPoint, etc.)
- / Team Working
- / Bachelor Degree or Master Degree in Electronic Engineering or similar
- High motivation and eager to create business splits

Benefits

At a glance

Location: **Tokyo (Japan)**
Job ID: **324451**
Start date: **as soon as possible**
Entry level: **3-5 years**
Type: **Full time**
Contract: **Permanent**

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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.

