



## Senior Specialist Pricing

### Job description

This job is to manage pricing execution related tasks for assigned region/product lines, coach the sales force on how to win with our pricing solution.

#### In your new role you will:

This job is to manage pricing execution related tasks for assigned region/product lines, coach the sales force on how to win with our pricing solution. With subjective matter expertise on competition, the specialist will help sales team to win business with maximized value of Infineon products. Able to assist sales in contract negotiations and set budgetary pricing for specific design wins with clear understanding of market price and its impact on Infineon profitability.

### Profile

#### You are best equipped for this task if you have:

- Bachelor Degree or above
- 3-5 Years of working experience with expertise in all aspects of pricing transactional control
- Able to coach sales force and influence pricing negotiation outcomes. Represents pricing organization in providing consultation to pricing negotiations.
- Exceptional understanding of products & markets served and competent project management skills required.
- Capable of analysis of situations or data which requires an evaluation of intangibles.
- Able to work on developing new systems and processes, in addition to executing based on existing policies and procedures.
- Excellent oral and written communication skills in both Chinese and English
- Great problem-solving skills
- Proficient in MS Office.

### 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

### At a glance

Location: **Shanghai, (China)**  
Job ID: **324650**  
Start date: **as soon as possible**  
Entry level: **3-5 years**  
Type: **Full time**  
Contract: **Permanent**

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Job ID: **324650**  
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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.

