



## Senior Manager Account Excellence (f/m/div)\*

### Stellenbeschreibung

You are passionate about industrial power electronics and are looking for a new challenge in an innovative semiconductor environment? You are customer-focused, think like an entrepreneur, enjoy working independently while driving things forward? If this sounds interesting to you and you would like to support us in empowering a world of unlimited energy, we do have the right job opportunity for you. In your role as a Senior Manager Account Excellence you will be responsible for the effective and efficient management of our smaller accounts within the global sales, marketing & distribution organization of our Industrial Power Control Division with a focus on developing, deploying and enhancing digital sales processes, methods and tools.

In your new role you will:

- **Concept, develop and implement methods, tools and practices at customer accounts** within the Industrial Power Control Division with special focus on the digitalization of sales processes along the customer journey
- **Coordinate and support in special topics** which require cross-Product Line and cross-regional alignments, e.g. escalation or contracts
- **Support in the development and execution of account strategies** to maximize the business for all Infineon products in close cooperation with regional marketing
- **Lead dedicated Account Development workshops** and prepare **support for strategic workshops** with customers
- **Supervise and control the annual Account Bluebook Process** for respective accounts

### Ihr Profil

You are a proactive, self-driven and team-oriented character and enjoy working in a complex, demanding field of work. Besides constantly challenging the status quo, you do have the passion and courage to develop and implement new and creative ideas. Additionally, you have a good sense for current trends and deduce potential improvements for your department.

Beyond, you are best equipped for those tasks if you have:

- A **degree in Electrical Engineering, Industrial Engineering, Economics** or similar
- **At least 6 years of professional experience** in a sales or marketing role, ideally within the semiconductor industry
- Good **understanding of sales and marketing practices, the customer landscape** as well as **sales processes and tools**
- Excellent **analytical and methodological skills**

### Auf einen Blick

Standort:	<b>Munich (Germany)</b>
Job ID:	<b>326936</b>
Startdatum:	<b>01. Jan 2022</b>
Berufserfahrung:	<b>5+ years</b>
Art:	<b>Full time</b>
Befristung:	<b>Permanent</b>

Bewerben Sie sich auf diese Position online indem sie dieser URL folgen und die Job ID in unserer Suche eingeben:

Job ID: **326936**  
[www.infineon.com/jobs](http://www.infineon.com/jobs)

### Kontakt

**Alina Seifried**  
Talent Attraction Manager



- **Experience in working in multi-cultural teams and an international environment**
- **Solid project management experience**
- Very good **communication skills in English**, German as a plus

