



Senior Account Manager IR HiRel (f/m/div)*

Job description

Are you an autonomous, strong driven person who is able to focus on business development? Do you have a creative problem-solving attitude and the ability to inspire others? If you said 'yes' to both questions, you can now join a leader in the semiconductor industry! Apply now and become a Senior Account Manager focusing on Infineon's high reliability products.

As a Senior Account Manager, you will manage all sales activities for IR HiRel power products within a specified account base and across all channels.

In your new role you will:

- **Define, implement and monitor an appropriate sales strategy** to achieve the sales financial objectives established by the Senior Management Team;
- **Identify projects with high sales growth potential** and **assign the organizational demand** of resources to maximize design wins;
- **Monitor and drive sales and demand creation activities** through internal and customer reviews, ensuring appropriate internal sales reporting;
- **Develop and secure a sustainable network** to get early visibility of new business opportunities;
- **Be the interface and trusted partner** in case of questions from customers.

Profile

You have a structured, self-driven working style with a strong focus on business. You are personally committed to the customer's concerns and overcome challenging situations with creative solutions. Moreover, you have a collaborative mindset and excellent communication skills that support your ability to establish sustainable relationships.

You are best equipped for this job if you have:

- A University **degree in Electronic/Electrical Engineering** or similar field of studies;
- More than 10 years of **experience in semiconductor sales** and at least 5 years of experience **in the European space industry**;
- Ability to **establish lasting relationships with decision-makers** of the space industry;
- Sound **technical understanding of HiRel power products**;
- **Fluency in English**.

At a glance

Location:	(France), (Germany), (Italy), (United Kingdom)
Job ID:	331183
Start date:	Jan 05, 2022
Entry level:	5+ years
Type:	Full time
Contract:	Permanent

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Contact

Margarida Carneiro
Talent Attraction Manager

