



Senior Manager Business Development Identity Solutions Americas / Asia (f/m/div)*

Job description

Are you looking for a new challenge in the digital ID sector where you can profitably apply your previous experience in topics concerning Connected Secure Systems? You enjoy working in a future-oriented and dynamic market? Join the CSS Infineon team and contribute to the security of the citizen and the government!

In your new role, you will:

- Drive **Product to System project and Go to Market (G2M) strategy**, including market introduction, for the one-stop-shop solution offering
- **Capture application requirements and maintain application roadmap**, consolidating the specific needs for the assigned region of responsibility which can be either **Americas or Asia**
- Develop and extend an **application-oriented network with local and international players** in both **Government and Industry** for the assigned region of responsibility
- **Support sales and business development activities at application level**
- Analyze **market and competitors regarding the value chain and commercialization** using regional input
- Refine and tailor continuously **value proposition for the communication towards customers** and potential partners
- Drive and support **selected ID projects by close cooperation with external and internal stakeholders** to win new business for Infineon

Profile

You remain aware of the big picture even in complex situations and take decisions despite uncertain circumstances. You are personally committed to the customer's concerns and award them a high priority. As a team player, you accept responsibility for common goals and put the team's results above your own interests.

You are best equipped for those tasks if you have:

- A degree in **Electrical Engineering, Industrial Engineering or a related field**
- At least **6 years of relevant work experience in technical and/or marketing field**, ideally within **Security & Smart Card** market
- Know-how in **Javacard OS, applets and middleware**
- Skills in **relationship building** and a strong partner/customer orientation
- Proven experience with international players and in international teams

At a glance

Location: **Munich (Germany)**
Job ID: **331622**
Start date: **Sep 01, 2022**
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: **331622**
www.infineon.com/jobs

Contact

Katrin Weiß
Talent Attraction Manager



- **Fluent English communication skills** - German or the willingness to learn it would be an added plus
- Willingness to **travel** in regular bases

Benefits

- **Munich:** 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; Home office options; Part-time work possible (also during parental leave); Sabbatical; On-site creche and kindergarden with 120 spots, open until 6pm; Holiday child care; On-site social counselling and works doctor; Health promotion programs; On-site gym, jogging paths, beachvolleyball, tennis & soccer court; On-site canteen; Private insurance offers; Wage payment in case of sick leave; Corporate pension benefits; Flexible transition into retirement ; Performance bonus; Reduced price for public transport and very own S-Bahn station; Access for wheelchairs

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.

–Connected Secure Systems (CSS) delivers security for the connected world –

The **Connected Secure Systems (CSS)** segment offers comprehensive systems for a secure, networked world with a portfolio built around reliable, trendsetting microcontrollers as well as wireless connectivity and security solutions. Over the past decades, CSS has developed microcontroller, Wi-Fi, Bluetooth and combined connectivity solutions (known as connectivity combos) and hardware-based security technologies. The products are used in a broad range of applications: from consumer electronics, IoT and home appliances to IT equipment, cloud security and networked cars all the way to credit and debit cards, electronic passports and IDs. With its leading technologies in the areas of computing, connectivity and security, CSS makes a decisive contribution to protecting today's and tomorrow's networked systems.

[Click here](#) for more information about working at CSS with interesting employee and management insights and an overview with more #CSSDreamJobs.

** The term gender in the sense of the General Equal Treatment Act (GETA) or other national legislation refers to the biological assignment to a gender group. At Infineon we are proud to embrace (gender) diversity, including female, male and diverse.*

