



Junior Account Manager – Industrial Accounts (f/m /div)*

Job description

As a Junior Account Manager – Industrial Accounts for a global acting account, you will support projects during the evaluation and design-in phase while striving for an outstanding customer relationship and achieving sales goals. You will be an integral part of a worldwide team - take hold of this opportunity to join the Market Leader, actively creating new energy saving solutions for tomorrow's world. At the beginning you will assist the account team in various tasks and after an initial period will have the chance to take over direct account responsibilities.

In your new role you will:

- Be responsible for the **definition, implementation and monitoring of the sales strategy, goals and customer portfolio** for designated direct customers in order to achieve Infineon's business success
- Provide **feedback to the headquarter on demands and requirements** from markets and customers
- Identify **projects with high sales growth potential** and support the **demand creation process**
- Set **priorities in agreement with management** and **work closely as part of a wider team** of Senior Account Managers and Field Application Engineers
- Monitor **sales and demand creation activities** through internal and external **customers reviews**, ensure **appropriate reporting** to internal stakeholders
- Establish and maintain **personal long-term relationships with key stakeholders** in various functions at the assigned customers
- Monitor **competitor activities**, provide **price positioning** and analyze **system advantages** for new and upcoming roadmap products

Profile

You are a proactive, self-driven team player striving to get things done and enjoy working in a complex, demanding field of work. You feel attracted by new ways and novel solutions and want to make a real impact. While putting the customer at the heart of your thoughts and actions you recognize profitable and strategic business opportunities and realize them thanks to strong decision-making and analytical skills, even in uncertain situations.

Beyond, you are best equipped for this task if you have:

- A **degree in electrical engineering**

At a glance

Location: **Erlangen (Germany)**
Job ID: **331626**
Start date: **as soon as possible**
Entry level: **1-3 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: **331626**
www.infineon.com/jobs

Contact

Alina Seifried
Team Lead Talent Attraction



- **1 to 3 years of professional experience in a sales, marketing or technical role**, ideally in the semiconductor industry
- Always see a **"no" from the customer as an incentive to find solution-oriented ways to "turn the tide"** and gain the **enthusiasm of the customer**
- First **understanding of the market and competitor landscape**
- Very good **communication, presentation and negotiation skills** on all hierarchical levels
- High **customer and team orientation**
- **Fluent in German and English**
- **Occasional willingness to travel**

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.

– **Industrial Power Control (IPC) empowers a world of unlimited energy** –
Power semiconductors play a crucial role in increasing efficiency and reducing energy losses along the whole energy conversion chain.

As the global leader in power semiconductors, Infineon **IPC** delivers leading products and solutions for smart and efficient energy generation, transmission and consumption. We strive to make this planet a greener place where sufficient energy is accessible to everyone – wherever and whenever they need it.

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

** 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.*

