



Vice President Sales, Automobile Greater China

Job description

The position is to define, monitor and achieve overall sales goals of Greater China Automobile business. Develop sales strategy and customers' portfolio to achieve the sales goals and maximize business in accordance to strategic guidelines for sales, development and cost control.

In your new role you will:

- Lead sales account teams. Develop and manage relationships with those accounts. Assess opportunities and manage the projects with high sales growth potential. Fight for demand creation resources / competencies to support the customer to maximize design wins
- Planning Responsibility for Accounts. Ensure timely and accurate revenue forecasting and budgeting for the accounts. Prepare the sales budget by product, define design win / demand creation objectives in agreement with management, both Infineon and other key stake holders.
- Develop customer engagement plans in GC region, through different sales channels with possibilities of establishing new sales sites for proximity to targeted customers/markets. Maximize customers' satisfaction by ensuring timely delivery, consistent quality of services and prompt resolution of all issues
- Work with distribution team to grow the Joint Account and Core/Mass Market business
- Drive Sales team with a high integrity standard and act as a role model for team

Profile

You are best equipped for this task if you have:

- Degree in Electrical Engineering or Electronics Engineering
- At least 15 years of professional experience preferably in a related industry – semiconductor, Auto industry; Ten years of Sales management experience
- Business knowledge in Distribution management, KA management, Solution Selling, Negotiation with Customers, planning and execution

At a glance

Location: **Shanghai, (China)**
Job ID: **332575**
Start date: **as soon as possible**
Entry level: **5+ years**
Type: **Full time**
Contract: **Permanent**

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Job ID: **332575**
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- Familiar with Auto industry market development trends, competition movement, relevant macro-economic policies / regulations and their impact to Automobile business.
- Candidate must come with a proven record in growing business for Auto products, and with a keen business sense capable of smelling opportunity and converting leads to business, demonstrate ability to understand the business value position;
- Will work in a matrix organization so will have to develop very high levels of interpersonal skills to co-work and influence other stakeholders in the business
- Full responsible for a team of over 20 people (growing) in a high growing region, focusing on team's competency development to support China region responsibility

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 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.

