



## Joint Account Sales

### Job description

Take ownership of the Infineon customer interface with an emphasis on managing the accounts as well as developing key relationships with customer and distribution partners.

In your new role you will:

- Take ownership of the Infineon customer interface with an emphasis on managing the accounts as well as developing key relationships with customer and distribution partners.
- Drive business and demand creation to meet and exceed given targets.
- Drive Infineon business at targeted customers by working closely with several groups within Infineon to ensure success with the customer.
- Drives internal strategy and provides guidance to DPM team and Distributor partner team to create propositions based on company, partner, product roadmap, competitive situation and customer needs to drive mass market development.
- Responsible for mass market strategies, product positioning and messages which are executed globally to make them relevant to the local India market. Connect G2M to Business Impact.
- Understand customer systems and requirements to propose Infineon system solutions and value proposition to meet their needs.
- Responsible for demand fulfilment including, but not limited to, managing integrity of demand creation registrations, tracking to budget targets, coordination of customer and field quality support, logistics topics, forecasts, and managing issues and part shortages
- Strategy development planning and deployment, forecast planning, and goal setting support for assigned accounts
- Establish and develop relationships with customer engineering and commercial decision-makers at assigned customers while establishing and maintaining efficient communication with business lines and marketing.

### Profile

You are best equipped for this task if you have:

- 4+ years of sales/account management experience in semiconductor industry.
- Excellent communication and interpersonal skills.
- A strong track record of defining a strategy to achieve a specific goal and achieving it
- A strong record of acquiring new customers and solid demand creation achievement
- Strong Organizational skills, fast/thorough response time, a structured approach
- Clear and concise communication skills and the ability to explain ideas/concepts
- Passion and a sense of purpose; lead by example
- Take ownership and feel responsible for accomplishing the task.

### Benefits

### At a glance

Location: **Bangalore (India)**  
Job ID: **333573**  
Start date: **as soon as possible**  
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: **333573**  
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- **Bangalore:** Coaching, mentoring & networking possibilities ; Wide range of training offers & planning of career development; Regional and local talent programs; International assignments; Career paths: Management career, Project management career, Technical ladder career, Individual contributor career, Professional career; Flexible work timing, Part time work, Work from home; Home office; Health & wellness reimbursement, Employee motivation forum, Spoorthi – Diversity club, Master health check up, Health promotion campaigns; Crèche facility; Annual success bonus; Medclaim (dependents & top up), Personal accident, Term life; National Pension Scheme; Health promotion programs; Statutory benefits; Access for wheelchairs; On-site canteen; Paid sick leave, long term illness leave; On site Yoga classes, Sports club

## 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.

