



## Director Sales

### Job description

Strengthen account teams in GC, as well as the communication with global/local/DM team. Enhance the relationship and engagement with responsible accounts in GC region and pave the way for future business grow.

#### In your new role you will:

- Strengthen account teams in GC, as well as the communication with global/local/DM team. Enhance the relationship and engagement with responsible accounts in GC region and pave the way for future business grow.
- Develop the GC Account Strategy. Drive and monitor responsible accounts group business targets. To achieve the targeted goals and maximize JV's business. Feedback to GAM/local/DM team on demand and requirements from markets and customers.
- Lead accounts team. 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 IFX and JV.
- Develop People. Mentor and coach the team to reach their potential.

### Profile

#### You are best equipped for this task if you have:

- Engineering University degree or similar
- 8+ years of professional experience
- 3+ years in semiconductor companies
- 5+ years in automotive industry
- 3+ years of management experience

### At a glance

Location: **Shanghai, (China)**  
Job ID: **334918**  
Start date: **as soon as possible**  
Entry level: **5+ years**  
Type: **Full time**  
Contract: **Permanent**

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## 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.

