



## Staff specialist, Field Sales Engineer for Automotive (Location: Nagoya)

### Job description

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In your new role you will:

- Relationship Management: Understands the customer profile (structure, organization, strategy, finance, semiconductor consumption, etc.), provides Infineon with all relevant information, keeps the customer's contacts database up to date.
- Business Opportunities Development: Reviews all business relevant aspects on a regular basis. Identifies, assesses and manages business opportunities. Coordinates necessary resources (Field Application Engineers) in order to achieve design wins. Negotiates on all contractual issues and quotations with the customer.
- Planning: Prepares the customer bottom-up sales plan (budget) and monitors it on regular basis. Carries out the internal customer monthly reviews with all organization's relevant people and monitors / secures the fulfillment of all action items (design-ins, bookings, billings, service and quality issues). Provides the necessary inputs for SPT and regularly update its contents (V-IST, rolling forecast), agree with segment / division management.

### Profile

You are best equipped for this task if you have:

- Native Japanese Speaker with excellent communication skill /
- Business English skill (Email/Reading Manual/Conversation/Phone conversation /Teleconference) / TOEIC650)
- Over years of Semiconductor Sales experience / 3
- Over years of Automotive Business experience /
- Basic skill of semiconductor /
- PC Skill(Excel, PowerPoint, etc.)
- Team Working /
- Bachelor Degree or Master Degree /

### Benefits

#### At a glance

Location: **Nagoya (Japan)**  
Job ID: **335192**  
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: **335192**  
[www.infineon.com/jobs](http://www.infineon.com/jobs)



- **Nagoya:** Wide range of training offers & planning of career development; International assignments; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Flexible working conditions; Part-time work possible, certain conditions apply; Monthly works doctor visit, annual flus shot & medical check-up; Various restaurants in our office building; Aflac insurance from health insurance associates; Wage payment in case of sick leave

## 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.

