



Sr. Sales Manager

Job description

Minimum 6 years of relevant sales and business development experience with related experience embedded security strongly preferred.

In your new role you will:

- Establish, maintain and develop business and relationship with distributor partners to achieve sales targets.
- Drive revenue growth via mass market segment development on a national coverage.
- Achieve design-in and must-win goals with in-house technical support extended to FAE resources.
- Monitor and review with distributors inventory turns for health asset management.
- Develop account strategy, penetration plan and customer senior management relationships.
- Work in a team regionally and globally to achieve assigned tasks and objectives.
- Work closely with marketing groups to define and execute strategies for winning designs at targeted applications/customers.
- Handle customers' problems & complaints effectively.

Profile

You are best equipped for this task if you have:

- Bachelor degree or above, major in IT / Computer Science & Computer Engineering, Electrical & Electronic Engineering
- Minimum 6 years of relevant sales and business development experience with related experience embedded security strongly preferred.
- Interpersonal skills, entrepreneurial skills and business development skill
- Good analytical skills and able to work independently, self- motivated

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

At a glance

Location: **Shanghai, (China)**
Job ID: **337023**
Start date: **as soon as possible**
Entry level: **5+ years**
Type: **Full time**
Contract: **Permanent**

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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.

