



Distribution Sales Manager

Job description

Partner with the local distribution branches to engage with end-customers to create and win mutually beneficial business.

Distribution Partner Management

- Partner with the local distribution branches to engage with end-customers to create and win mutually beneficial business.
- Pro-actively manage end-customer and competitive intelligence, sales pipeline, process, demand creation generation and business (POS/POP/Wins/Registrations) process. Responsible for maintaining opportunity funnel for Distribution accounts.
- 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 Infineon business at targeted accounts by working closely with several groups within Infineon to ensure success with the customer
- Understand customer systems and requirements to propose Infineon system solutions and value proposition to meet their needs
- Be 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, PCN's, logistics topics, forecasts and managing issues and part shortages
- Be responsible for business management, progress tracking and reporting for defined territories with local distribution channel partners
- Be responsible for strategy development support, business planning and goal setting support for assigned accounts and distributors.
- Leverage organizational structure of direct and channel partner resources to serve the market
- Establish and develop relationships with customer engineering and commercial decision makers at focus customers while establishing and maintaining efficient communication with business lines and marketing
- Ensure DFAEs are certified and kept up to date on Infineon products.

Core/Mass Market Development

- Owns Core/Mass Market - In charge of building and deploying strategy, establishes for Core/Mass Market and distribution activity and performance.
- Manages relationship with distributor market management and have in-depth management relationship with key Core customers.
- Owns the list of Target Core Accounts & deployment in the market. Identifies and captures growth opportunities & deploy resources accordingly.
- Coordinates technical support between Division FAE resources.
- Work closely with marketing peers to ensure a seamless customer support coverage

Profile

At a glance

Location: **Bangalore (India)**
Job ID: **338550**
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: **338550**
www.infineon.com/jobs



You are best equipped for this task if you have:

10+ years of experience in semiconductor sales, account management, and marketing
2+ years of experience in distribution sales environment
A Bachelor's degree in Electrical / Electronics Engineering preferred
A strong track record of defining a strategy to achieve a specific goal, and achieving it
Organizational skills, fast/thorough response time, a structured approach
Passion and a sense of purpose; lead by example
Take ownership and feel responsible to accomplish the task
Creative and innovative thinking based on facts and an analytical approach Part of your life. Part of tomorrow.

Benefits

- **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.

