



Senior Product Manager - Cloud Services

Job description

We are looking for an innovative leader to drive solutions combining hardware with cloud software & services to make it easier for IoT companies to bring high-quality, differentiated cloud-connected products to market faster, cheaper, and with lower risk.

In your new role you will:

- Lead a diverse set of contributors to grow new categories of cloud connected + semiconductor solutions
- Engage with the leading cloud providers to establish co-marketing strategies and build technical solutions to address customer challenges
- Engage with internal and external lead customers to prototype solutions, collect and rapidly iterate based on market feedback to product maturity
- Develop collateral for sales & partner channel training & enablement
- Understand customer friction points, build trusted relationships and evolve the products / services to help customers succeed
- Drive a compelling go-to-market plan, including messaging and outbound marketing, to drive the adoption of new products with the cloud partners
- Define software and software documentation requirements for modern, cloud-connected semiconductor products
- Collaborate with sales and business development teams to drive education & sales of new products
- Develop and deliver marketing content including competitive positioning, product updates, sales trainings, webinars, whitepapers, etc.

Profile

You are best equipped for this task if you have:

- 5+ years of experience in product management product marketing, customer success or technical business development
- Master's/Bachelor's in Electrical Engineering, Computer Science (or equivalent) or MBA
- Proven track record of:
 - Defining and delivering successful products to market
 - Taking products to market including building collateral and go to market strategies
 - Growing partnerships, services and/or services revenue

At a glance

Location:	Austin, TX (United States), Lynnwood, WA (United States), Portland, OR (United States), San Jose, CA (United States), Munich (Germany)
Job ID:	339413
Start date:	as soon as possible
Entry level:	5+ years
Type:	Full time
Contract:	Permanent

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Job ID: **339413**
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- Progressing customers through the sales pipeline
- Technical depth in:
 - Cloud services including AWS IoT and / or Microsoft Azure
 - IoT or connected products
- High-energy, self-driving, self-motivated, enthusiastic, and dynamic personality to lead and motivate internal and external constituents
- Cross functional and cross division leadership
- Exceptional communication and presentation skills

The **Connected Secure Systems (CSS)** segment offers comprehensive systems for a secure, networked world with a portfolio built around reliable, trendsetting microcontrollers as well as wireless connectivity and security solutions. Over the past decades, CSS has developed microcontroller, Wi-Fi, Bluetooth and combined connectivity solutions (known as connectivity combos) and hardware-based security technologies. The products are used in a broad range of applications: from consumer electronics, IoT and home appliances to IT equipment, cloud security and networked cars all the way to credit and debit cards, electronic passports and IDs. With its leading technologies in the areas of computing, connectivity and security, CSS makes a decisive contribution to protecting today's and tomorrow's networked systems.

[Click here](#) for more information about working at CSS with interesting employee and management insights and an overview with more **#CSSDreamJobs**.

Benefits

- **San Jose, CA:** Medical, Dental & Vision Plans; Flexible Reimbursement Accounts (FSAs); Industry leading 401k Employer Contribution/Match; Company Performance Bonus; Holiday Pay & Paid Time Off (PTO); Flexible Working Conditions, Part-time Options; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Wide range of Training Offers & Career Development Planning; Coaching, Mentoring, Networking Possibilities; International assignments; Basic Life & Dependent Life Insurance; Paid Sick Leave, Accidental Death & Disability Insurance (AD&D) ; Short-term & Long-term Disability ; Employee Assistance Program (EAP) ; Health Promotion Programs ; Reduced Price for Public Transportation
- **Munich:** 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; Home office options; Part-time work possible (also during parental leave); Sabbatical; On-site creche and kindergarden with 120 spots, open until 6pm; Holiday child care; On-site social counselling and works doctor; Health promotion programs; On-site gym, jogging paths, beachvolleyball, tennis & soccer court; On-site canteen; Private insurance offers; Wage payment in case of sick leave; Corporate pension benefits; Flexible transition into retirement ; Performance bonus; Reduced price for public transport and very own S-Bahn station; Access for wheelchairs

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.

Cypress Semiconductor Corporation is an equal opportunity employer. All qualified



applicants will receive consideration for employment without regard to race, color, religion, sex (including pregnancy, childbirth, or related medical conditions), gender identity, national origin, ancestry, citizenship, age, physical or mental disability, legally protected medical condition, family care status, military or veteran status, marital status, domestic partner status, sexual orientation, or any other basis protected by local, state, or federal laws. Applicants with questions about access or requiring a reasonable accommodation for any part of the application or hiring process should contact the Talent Network by phone at (408) 503-2194.

Employment at Infineon is contingent upon proof of your legal right to work in the United States under applicable law, verification of satisfactory references and successful completion of a background check and drug test, and signing all your onboarding documents .

In some instances, if applicable, U.S. export control laws require that Infineon obtain a U.S. government export license prior to releasing technologies to certain persons. This offer is contingent upon Infineon's ability to satisfy these export control laws as related to your employment and anticipated job activities. The decision whether or not to submit and/or pursue an export license to satisfy this contingency, if applicable, shall be at Infineon's sole discretion.

IMPORTANT NOTICE:

Infineon is requiring all new U.S. employees and contractors to be fully vaccinated against COVID-19. Full vaccination is defined as two weeks after both doses of a two-dose vaccine or two weeks since a single-dose vaccine has been administered. Anyone unable to be vaccinated, either because of a sincerely held religious belief or a medical condition or disability that prevents them from being vaccinated, can request a reasonable accommodation.

Infineon Technologies takes data privacy and identity theft very seriously. As such, we do not request personally-identifiable information (PII) from applicants over the internet or electronically. Please kindly refrain from disclosing your PII electronically during the application process or to unauthorized websites that may purport to be Infineon or any of our affiliates.

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