



Global Joint Account Manager

Job description

Apply now and become a Global Joint Account Manager for DEM Accounts.

In your new role you will:

- To design and execute all sales activities for the defined Global/Joint Accounts and fulfill the defined sales objectives and maximize the business for Infineon.
- The Global Joint Account Manager's role in the Northeast will have to manage several other resources in various regions (Americas/Canada/EMEA/ASIA) in order to coordinate the account strategies and tactics for successful execution of the Blue Book strategies.
- This position will not take on the legal and functional responsibility of direct reports but managing the distributed sales and engineering teams for the success of our engagement at the defined Joint Accounts that have locations around the globe.
- **Defines and monitors sales goals/objectives. Global Joint Account targets are derived from the Regional Sales Organization for the designated Global/Joint Accounts.**
- Globally coordinate all **sales, supply chain, engineering, design, support, and providing Premium Customer Service.**
- Defining, implementing, and monitoring of an appropriate sales strategy aligned with the Regional Sales Organization and Divisions to achieve the targeted goals with the assigned Global/Joint Accounts.
- Aligning the internal cross-functional teams for a successful engagement.
- Understanding the customer systems, requirements and problems they are trying to solve to propose Infineon system solutions and value propositions to meet their needs.
- Establish and develop key relationships at all levels between Infineon and customers including but not limited to the C Level Executives, Purchasing, Engineering, Program Management, Sales, Management, Quality, and Operations.

Profile

You are best equipped for this task if you have:

- 10+ years of professional experience in **semiconductor sales, and account management.**
- 6+ years of professional experience in the Distribution Sales environment.
- Bachelor's degree in **Electrical Engineering preferred, MSEE a plus.**

At a glance

Location:

Job ID: **340255**

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: **340255**

www.infineon.com/jobs



- Direct and indirect management experience a plus.

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.

Infineon Technologies Americas Corp. 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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