



## Staff Specialist Pricing

### Job description

This job is to manage pricing execution related tasks for assigned region/product lines, coach the sales force on how to win with our pricing solution.

#### In your new role you will:

- This job is to manage pricing execution related tasks for assigned region/product lines, coach the sales force on how to win with our pricing solution.
- With subjective matter expertise on competition, the specialist will help sales team to win business with maximized value of Infineon products.
- Able to assist sales in contract negotiations and set budgetary pricing for specific design wins with clear understanding of market price and its impact on Infineon profitability.

### Profile

#### You are best equipped for this task if you have:

- 5+ Years of working experience with Bachelor or Master degree with expertise in all aspects of pricing transactional control.
- Able to coach sales force and influence pricing negotiation outcomes. Represents pricing organization in providing consultation to pricing negotiations.
- Exceptional understanding of products & markets served and competent project management skills required.
- Capable of analysis of situations or data which requires an evaluation of intangibles.
- Able to work on developing new systems and processes, in addition to executing based on existing policies and procedures.
- Excellent oral and written communication skills in both Chinese and English.
- Great problem-solving skills.
- Proficient in MS Office.

### 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: **343665**  
Start date: **as soon as possible**  
Entry level: **5+ years**  
Type: **Full time**  
Contract: **Permanent**

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Job ID: **343665**  
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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.

