



## Director, Distribution Sales

### Job description

DEM ATV C & amp; MM ABU3/TW Head To manage the business with scope at POP /POS>80M, BW>150M and need achieve two digital increase ratio YoY

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- 1.To manage the business with scope at POP/POS>80M, BW>150M and need achieve two digital increase ratio YoY
- 2.To develop TW ATV Distri strategy with identified Distri and applications as part of DEM & ATV GC TW strategy
- 3.To execute TW ATV business development strategic plan with identified Distri and establishes key performance metrics to ensure success
- 4.To cooperate with Distri to develop qualified business opportunities and predefined potential customer accounts
- 5.To communicates with internal and external stakeholders about issue resolution and build up business intelligence of TW ATV business

### Profile

1. 8+ years' experience in the automotive Semiconductor industry.
2. 4+ years' experience in channel sales environment
3. Communicates to senior stakeholders and keep an independent opinion

### Benefits

- **Taipei:** Wide range of training offers & planning of career development; International assignments; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Flexible working conditions; Part-time work possible (also during parental leave); Medical coverage; On-site social counselling and works doctor; Private insurance offers; Wage payment in case of sick leave; Corporate pension benefits; Performance bonus

### 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.

### At a glance

Location: **Taipei (Taiwan)**  
Job ID: **344206**  
Start date: **as soon as possible**  
Entry level: **5+ years**  
Type: **Full time**  
Contract: **Permanent**

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Job ID: **344206**  
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