



Staff Specialist - Business Development

Job description

Be part of a fast and agile team to explore business opportunities for Infineon RF & Sensor products. Lay the foundation to drive long term revenue growth and establish Infineon as a key supplier to relevant market segments.

Business Development for Radio Frequency & Sensor Products

1. Identify new customers, design houses and partners for focus applications incl. Mobile, Wearables, 5G infra, Aerospace, IoT and Smart Home/Office
2. Build market position by locating, developing, defining, and establishing business relationships
2. Discover, screen, analyze and explore business opportunities
2. Examine risks and potentials for the business opportunities
3. Identify and evaluate new customers, design houses and partners
4. Develop strategic alliances with existing accounts and analyze prospective leads per company objectives
5. Develop thorough understanding of customer's business strategy, technology and product roadmaps, supply chain etc. and identify synergies with Infineon G2M strategy
6. Develop into a knowledge hub within Infineon India with deep insights into relevant market and competitor landscape
7. Map the complete ecosystem development for focus segments to channelize Infineon resources in the right direction
8. Achieve strategic objectives as per the organization's set mission and vision
9. Develop network with key industry stake holders and government bodies

Profile

1. Minimum Bachelor's degree in Electrical/Electronics Engineering
2. Post-graduation in management studies will be an added advantage
3. 8 to 10 years of experience in business development, sales and marketing in semiconductor industry
4. Experienced with customer management and development skills
5. Well versed with local electronics and semiconductor industry incl. OEMs/EMS /Distributors etc.
6. Knowledge of segments including Mobile, Wearables, 5G infra, Aerospace, IoT and Smart Home/Office is desirable

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

At a glance

Location:

Job ID: **345923**

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: **345923**
www.infineon.com/jobs

Contact

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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.

