



Staff Specialist Regional Product Management (f/m /div)*

Job description

Do you put the customer at the heart of your thoughts and actions – internally and externally? You love to generate value with your ideas and solutions and you courageously explore new paths? As Staff Specialist Regional Product Management, you will be responsible for the Regional Marketing support developing new business opportunities for our NOR Flash Product Line in EMEA region for Industrial, Automotive, Medical or Communication segments. Sounds interesting? Then you should join us!

In your new role you will:

- **Develop plan and drive achievement** for regional revenue, opportunity funnel and designs win for Memory Products in cooperation with the sales organization
- **Observe and analyze the market, customers and competitors** and provide inputs /feedback on value proposition, positioning and product roadmap from EMEA perspective
- **Execute market introduction plans** and manage Go-to-Market on product level
- **Work with the pricing team** on volume price agreements and pricing guidelines
- **Cooperate with other divisions** to increase the footprint for memory products and to use synergies to gain the business
- **Create sales and design win forecasts** and ensure target achievement
- **Capture product requirements**, contribute to development of product ideas in collaboration with Product Marketing Team

Profile

You are the right person for this position if you foster an open feedback culture and trustful co-operations. Moreover, you easily cooperate across boundaries, are aware of cultural differences and appreciate the contributions of other people. You are a natural networker who quickly establishes strong relationships – both within and outside the company. Last but not least you have a driver mentality and act proactively with creative solution and strong communication skills.

You are best equipped for this task if you have:

- A degree in **Electronics, Electrical Engineering, Industrial Engineering** or other technical disciplines
- About 3 - 5 years of **professional experience** in the area of **technical marketing, sales, technical procurement** or **business development**
- Experience in **understanding customer designs** and **application**

At a glance

Location: **Munich (Germany)**
Job ID: **347667**
Start date: **as soon as possible**
Entry level: **3-5 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: **347667**
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Contact

Tobias Pfundtner
Talent Attraction Manager



- Prior knowledge in **preparing** and **delivering customer presentations**
- Work in an **international cross functional team** in a matrix organization
- Fluent **English** skills and good **German** skills

Benefits

- **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.

Infineon is a world leader in semiconductor solutions that make life easier, safer, and greener. Our solutions for efficient energy management, smart mobility, and secure, seamless communications link the real and the digital world.

** The term gender in the sense of the General Equal Treatment Act (GETA) or other national legislation refers to the biological assignment to a gender group. At Infineon we are proud to embrace (gender) diversity, including female, male and diverse.*

