



## IPC Business development manager\_348186

### Job description

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#### In your new role you will:

- Develop new demand/application as BD Account manager, achieve company objectives of DW/POP.
- Identify new potential opportunity/customer as Emerging Account manager, set up the new business module to cover and achieve company objectives of Design Win /Point of Purchase.
- To develop a focused application strategy and make the best use of the customer base for IPC's sustainable leading position
- Set up and maintain a key relationship with different stakeholders (Customer /End-user), strengthen IFX footprint to the End-user level.
- Drive to grow IPC business at BD/Emerging Accounts IPC as well as cross-selling of all Division products.
- As Interface /Champion roles, team up with other stakeholders (Product Line /FAE/Marketing) to Win in BD/Emerging related opportunities.
- Monitor key index and take action to ensure BD /Emerging business is on the right track.

#### Detailed work including:

- Identify BD Account and business pipeline. Interact with End-User/customer at different levels, Be an owner of End-user and be a trusted advisor for semiconductor solutions, drive various activities at end-user to achieve business outcomes with different internal/external stakeholders.
- Identify Emerging Account and business module, extend business scope coverage with effective ownership, develop new emerging customer/market as future cash cow customer, set up new business module under dynamic market, continue to modify emerging market strategy short term/long term.
- Build and Manage the relationship between BD /Emerging customers and IPC division, Bring positive impact to Key decision-makers of the end users from both technique and commercial . Execute effective workshop/event/activity with different levels by leveraging IPC strength and position.
- Build know-how of target application (PTD/Traction/Wind/ESS/EV Charging etc.) through well-planned broad customer visits and team discussion. Be sensitive to market dynamics and NEW requirements, deliver a new request for PL and support the Go to Market approach/resources investment.

### At a glance

Location:

Job ID: **348186**

Start date: **as soon as possible**

Entry level: **5+ years**

Type: **Full time**

Contract: **Permanent**

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- Understand end-user/customer organization, customer strategy, supply chain structure, ensure IFX at good position with end user/customer's Ecosystem. Closely working with another team member to provides BD support with end user relationships and ecosystem resource.
- Use innovative ways to team up with the internal team (DEM/other Division) for better establishing and managing the joint effort.
- Be the champion of BD application and the major contact window for all partners.
- Gathering review meetings for QBR/MBR/Bluebook, tracking progress, and aligning resources externally and internally,
- Manage BD opportunity and CIR/Project timeline in the CAESAR system.
- Participate the program launched by IPC /Distribution Management team , contribute ideas team development and coordinate DEM side/Channel side.

## Profile

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

- At least 5 years' working experience from semiconductor or high-tech industry, business development experience with successful deal making history is a must;
- Proven ability to manage complex projects in a cross-functional environment and drive projects forward in an efficient manner.
- Proven deal making related abilities and skills including: business acumen and analytics, valuation, due diligence, negotiation, contracting.
- Superb English and Chinese language skills. Oral and written communication and interpersonal skills.
- Result oriented, with a down-to-earth mindset.

## Why Us

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