



IPC Key Account Manager_348204

Job description

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General Description:

- Achieve team & individual business target in the designated IPC OEM account, drive revenue growth and increase market share;
- Communicate with PLs, regional centers and all internal partners for the better understanding of market, competition, highlights and risks which took place or will happen in customer.
- Drive to grow IPC business at designated account as well as cross selling of all division products. Deploy, push and drive all the related parties to keep strong DI, DW and BW pipeline with build up strong application know-how and flexible communication skills.

In your new role you will:

- Build know-how of target application (Renewable Energy) through well planned customer interaction. Be sensitive to market dynamics and customer requirements, and drive channel partner backlog and resources.
- Work with regional marketing on pricing and allocation strategy, to ensure enough exposure and treated fair.
- Have the methodology, ability and flexibility to solve problems happen in customer, plan workshops and matrix engagement.
- Monitor healthiness of order backlog, inventory and pipeline, and drive partners to take action to go back on track once problem is founded. Asking for support on behalf of partner to deal with problems.
- Good interpersonal and communication skills, built trust with internal parties and customer.
- Forecast risks and carry out risk control and anticipatory control in advance;

Profile

You are best equipped for this task if you have:

- Sufficient selling experiences in electronics, electrical, and/or semiconductor industry with a decent track record growing customer account; Experience of serving infrastructure industry customer will be a plus.
- Excellence in communication in both internal and external, power of influencing;
- Logical thinking, system understanding, and awareness of process; Team player;

At a glance

Location: **Shanghai, (China)**
Job ID: **348204**
Start date: **as soon as possible**
Entry level: **5+ years**
Type: **Full time**
Contract: **Permanent**

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- Good command of English in oral and written.

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 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.

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.

