



HMG OEM Business Development Manager

Job description

Infineon Korea is looking forward to working with an experienced Business Development Manager, responsible for the growth and development of strategic business relationships with Korean Automotive OEMs.

The OEM Business Development Manager is responsible for the growth and development of strategic business relationships with Korean OEMs, providing vision for sales strategies and the associated execution plan within automotive markets.

- Strategic customer relationship management with Korean OEMs to identify, evaluate and provide consistent market, customer and competitor insights using regional input through strategic OEM relationship
- Provides detailed market analysis including ideas for new high-level use cases and applications through capturing OEM future technical and strategic trends
- Influences decision making by Top Management for small Division or very large BLs through OEM future trend capturing
- Generates & provides market analysis for Korean Automotive OEMs and global business scope with Korean OEM customers
- Responsible for the team-works and project development with sales account managers, field sales engineers and internal sales

Profile

You are best equipped for this task if you have:

- Minimum 15+ years of experiences in Automotive engineering or sales experience with Hyundai Motor Group (HMG) companies
- Proven experience in creating and executing OEM business development strategy
- Technical background in the electronics or electrical fields and knowledge of overall automotive electronics and electrical application systems
- Ability to be flexible and adaptable in a fast-paced/high-pressure environment, while maintaining good customer relations at all times
- Successfully negotiated high value, complex or strategically important deals
- Ability to integrate people, to resolve conflicts and excellent communication skills
- Bachelor's Degree in related field or Master Degree is preferred.

Why Us

At a glance

Location:

Job ID: **348588**

Start date: **Jul 01, 2022**

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: **348588**

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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.

– Automotive (ATV) shapes the future of mobility with microelectronics enabling clean, safe, and smart cars –

Our semiconductors are essential for supporting the automotive megatrends: electromobility, automated driving, connectivity, and advanced security. They link the real and the digital world, driving the ever-advancing pace of automotive digitalization. Infineon ATV is the number one semiconductor partner in the fast-changing automotive world, based on our system knowledge and our passion for innovation and quality.

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