



Staff Specialist Business Development

Job description

In your new role you will:

- Work with GCA(Game Changing Account), identify and maintain System Integrator and Go-to-Market partner ecosystem network which strongly rely on GCA, extend GCA business scope coverage with effective ownership
 - a) Co-work with GCA account manager, align the focus market & application, identify related account's network, complete account eco-system matrix table vs. focused market & application.
 - b) Align the needs for Account System Integrator and Go-to-Market partner with internal stakeholders for focus areas, e.g. VR/AR, smart home, smart building, smart city etc.
 - c) Recruit Account System Integrators and Go-to-Market partners according to the plan
- Run the account ecosystem network to drive Design Partner and/or Infineon In-house solutions to turn to business revenue.
 - a) Map and track account eco-system Design Partner/In-house solutions and Go-to-Market partners' business opportunities/projects
 - b) Facilitate the interaction between account eco-system integrators and design partners
 - c) Coordinate internal and external resources to support the scaling up activities
- Manage account ecosystem network of System Integrator and Go-to-Market partner to enable business development and growth
 - a) Monitor and assess account eco-system of System Integrators and Go-to-Market partners' performance
 - b) Conclude successful business models from the past cases and promote the models in new projects to support account eco-system partners' solution scale up
 - c) Conduct relevant forums, conferences, roadshows and exhibitions to promote Infineon solutions to the account eco-system.

Profile

You are best equipped for this task if you have:

- Bachelor Degree or above, Electrical Engineering or Electronics Engineering is preferred.
- Experience preferably in a related industry – Semiconductor, power application or similar industry, business development experience.
- Business knowledge in Business Development, Eco-system Management, Solution Selling, Negotiation with customers, planning and execution.
- BD sense on Eco-system business development.
- Preparedness to business travel and acceptance of flexible time
- Fluent in oral and written English

At a glance

Location: **Shanghai, (China)**
Job ID: **349063**
Start date: **as soon as possible**
Entry level: **0-1 year**
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: **349063**
www.infineon.com/jobs



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.

