



Sales Director for Power & Sensor Systems (f/m/div)

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Job description

Would you enjoy interacting with customers, partners, and colleagues in order to drive the business forward? Are you an excellent communicator able to network and connect with different levels of an organization? Do you enjoy the challenges of working in a leading-edge technology environment while leading a global account team? Then this is the job for you: apply now and join our Sales EMEA team as a Sales Director.

In this role, you will act as a Global Account Management Director for major UK customers in the field of consumer industrial and Datacenter Accounts. Furthermore, you will be able to lead, deliver and develop a profitable and sustainable business for our growth areas and explore new business opportunities.

In your new role you will:

- Take ownership to **create, explore and develop business in the UK**, for our major Consumer Industrial & Datacenter Customers;
- **Lead the global Account Team**;
- Achieve yearly **Design wins** and **Revenue Targets**;
- **Develop the Account Strategy** and define the Resources plan;
- **Promote and position the Infineon Product portfolio** for Power and Sensors systems;
- **Develop programs for Digital Sales engagement** and roll them out at the assigned accounts;
- **Drive quoting process and pricing negotiations** for the assigned accounts;
- **Explore joint Innovation projects** with the Customers and the Business units;
- **Steer contract negotiations, capacity programs** and **drive effective discussion** with stakeholders and customers;
- **Develop a sound understanding of the UK markets environment, scout for new customers** and opportunities, and propose competitive support levels to them;
- Establish a **relationship with the customer on C-level**.

Profile

You have a structured, self-driven working style with a strong focus on the business and customers' needs. You have an analytical mindset and enjoy taking the initiative and bringing results. Moreover, you are a team player with the ability to motivate, inspire and collaborate with your team and the organization while striving for a high-quality working atmosphere, open cooperation, and exchange.

At a glance

Location: **Bristol (United Kingdom)**
Job ID: **349479**
Start date: **as soon as possible**
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: **349479**
www.infineon.com/jobs

Contact

Ana Rita Costa
Talent Attraction Manager



You are best equipped for this role if you have:

- A **degree in Business Administration, Economics, Electronic/Electrical engineering, Industrial engineering**, or similar fields of studies;
- **Experience as a Sales Account Director with Commercial or Technical background** within the power semiconductors area, either in development or marketing would be preferred;
- **Market knowledge** in the Industrial and Consumer Electronics **in the UK**;
- **Experience in Sales Leadership Role** or **Account Executive role** is a plus;
- **Focus on the customer** and a **profit-oriented mindset**;
- **Flexibility to travel** when required;
- **Fluency in English** (mandatory).

Please note that we can also offer a full remote option for this position.

Benefits

- **Bristol:** Coaching, mentoring networking possibilities; Wide range of training offers & planning of career development; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor ; Flexible working conditions; Part-time work possible (also during parental leave) ; Sabbatical; Medical coverage; Labor gymnastics; Private insurance offers; Wage payment in case of sick leave; Corporate pension benefits; IFX Success Bonus and Spot Awards; Accessibility, 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.

– Power & Sensor Systems (PSS) drives leading-edge power management, sensing and data transfer capabilities –

Infineon **PSS** semiconductors play a vital role in enabling intelligent power management, smart sensitivity as well as fast and reliable data processing in an increasingly digitalized world. Our leading-edge power devices make chargers, adapters, power tools and lighting systems smarter, smaller, lighter and more energy-efficient. Our trusted sensors increase the context sensitivity of “things” and systems such as HMI, and our RF chips power fast and reliable data communication.

[Click here](#) for more information about working at PSS with interesting employee and management insights and an overview with more #PSSDreamJobs.

** 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.*

