



Sr. Director, Sales

Job description

As a Sr. Director, Sales, you will be responsible for Managing directly and indirectly, regional and global automotive customers. Lead a team greater than 15 directly and indirectly and operate in a matrix organization. If interested apply today!

In your new role, you will:

- Work closely with several Infineon Business Line Managers, Global Account Managers, Account Managers, Segment Managers, Application Engineers, Product Marketing, Quality, Logistics, and Inside Sales teams.
- **Lead a team responsible for the ownership of the Infineon customer interface, emphasizing directing the team and developing key relationships.**
- Lead all aspects of demand creation and team reporting
- Lead all aspects of automotive business at targeted accounts with a special emphasis on Power Semiconductors, Microcontrollers, Sense and Control applications, and cross-divisional sales
- **Lead all aspects of demand fulfillment including, but not limited to, the coordination of a team (on and nearshore) who supports field quality support, PCNs, logistics topics, forecasts, offshore, managing accounting issues, and part shortages**
- Will manage and drive an operational excellence pilot with strong cross-divisional engagement as well as identifying synergies and work package solutions for automotive nearshore shared service center
- Manage and drive contract negotiations, support system cost reduction initiatives, and manage the overall quoting process
- **Lead team which consists of Sales Directors, Operations, Account Managers, Field and Inside Sales to drive Infineon strategies**
- Understand customer systems and requirements to propose Infineon system solutions and value propositions to meet their needs
- Establish and develop key relationships at all levels of Infineon customers
- **Develop relationships within Infineon product groups, service organizations, and headquarters**
- Stay current on Infineon's product offering and influence product roadmaps to align with customer needs and long-term strategies

Profile

You are best equipped for this task if you have:

At a glance

Location: **Livonia, MI (United States)**
Job ID: **350125**
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: **350125**
www.infineon.com/jobs



- MSEE or equivalent with vast industry and cross-functional experience incl. semiconductor sales. >15 years automotive industry experience, 3-5 years direct semiconductor and software sales experience with a core in various Japanese, GC, AP, EMEA, and US tier customers. Global sales experience of 3-5 years. An international assignment or experience in P&L preferred
- **Solid knowledge of distribution and how they support the tiers and larger automotive customers**
- Ability to manage a diverse team and lead under pressure
- Relationship building internally and externally. Able to lead, inspire and motivate those around you to drive business growth, and develop and implement customer and portfolio strategies
- **Big picture thinker. Ability to challenge the status quo and produce new ways of doing things in order to drive transformational activities**
- Understands operational excellence and can drive solutions and procedures into working processes
- Operational solid and structure experience and preferably led near-shore locations as well as implemented shared service teams in past assignments either from engineering or support functions perspective
- **Previously Managed >3-5 direct reports and team >15 in a multinational matrix organization**
- Excellent written and verbal communication skills and MS Office skills, including effective presentation abilities
- Strategic thinking and acting. Has to demonstrate to think in scenario and drive sustainable results, including developing and understanding new customer relations as part of the value chain transformation
- Develop and execute strategic plans to achieve sales targets. Create and communicate sales goals and ensure sales teams and leaders are informed on the progress of those goals
- Excellent assertiveness and decision-making skills
- Problem-solving under pressure while empowering those to do the same
- **Effectively communicate value propositions through presentations and proposals**
- Strong commercial and negotiating background with preferred experience in e.g. purchasing
- **Domestic and International travel required**

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.

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

Benefits

- **Livonia, MI:** Medical, Dental & Vision Plans; Flexible Reimbursement Accounts (FSAs); Industry leading 401k Employer Contribution/Match; Company Performance Bonus; Holiday Pay & Paid Time Off (PTO); Flexible Working Conditions, Part-time Options; Different career paths: Project Management, Technical Ladder, Management & Individual Contributor; Health promotion programs Wide range of Training Offers & Career Development Planning; Coaching, Mentoring, Networking Possibilities; International assignments; Basic Life & Dependent Life Insurance; Paid Sick Leave, Accidental Death & Disability Insurance (AD&D); Short-term & Long-term Disability; Employee Assistance



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.

Infineon Technologies Americas Corp. is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex (including pregnancy, childbirth, or related medical conditions), gender identity, national origin, ancestry, citizenship, age, physical or mental disability, legally protected medical condition, family care status, military or veteran status, marital status, domestic partner status, sexual orientation, or any other basis protected by local, state, or federal laws. Applicants with questions about access or requiring a reasonable accommodation for any part of the application or hiring process should contact the Talent Network by phone at (408) 503-2194.

Employment at Infineon is contingent upon proof of your legal right to work in the United States under applicable law, verification of satisfactory references and successful completion of a background check and drug test, and signing all your onboarding documents .

In some instances, if applicable, U.S. export control laws require that Infineon obtain a U.S. government export license prior to releasing technologies to certain persons. This offer is contingent upon Infineon's ability to satisfy these export control laws as related to your employment and anticipated job activities. The decision whether or not to submit and/or pursue an export license to satisfy this contingency, if applicable, shall be at Infineon's sole discretion.

IMPORTANT NOTICE :

Infineon is requiring all new U.S. employees and contractors to be fully vaccinated against COVID-19. Full vaccination is defined as two weeks after both doses of a two-dose vaccine or two weeks since a single-dose vaccine has been administered. Anyone unable to be vaccinated, either because of a sincerely held religious belief or a medical condition or disability that prevents them from being vaccinated, can request a reasonable accommodation.

Infineon Technologies takes data privacy and identity theft very seriously. As such, we do not request personally-identifiable information (PII) from applicants over the internet or electronically. Please kindly refrain from disclosing your PII electronically during the application process or to unauthorized websites that may purport to be Infineon or any of our affiliates.

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