



## Senior Specialist Inside Sales

### Job description

As Senior Internal Sales Specialist with Infineon North America's automotive team, you will be responsible for various sales support activities in a fast-paced, team-oriented environment. You will be responsible for quoting, pipeline management, fulfillment support, data analytics, and reporting for your assigned customers. Join us and advance our industry-leading semiconductor solutions with a company that makes life easier, safer, and greener!

#### In your new role you will:

- Deliver first-class customer support experience. Act as 'voice of the customer' and work with internal teams to resolve customer concerns
- Support customers on various topics related to demand creation and fulfillment e.g. samples, pricing, availability, product data, and demand forecasting
- Respond to customer requests for quotations on a timely basis in alignment with field sales, marketing, and pricing office. Support VPA process as needed.
- Manage new business opportunities for assigned customers in CRM (Dynamics 365)
- Work closely with customer plants and purchasing to address sales forecast discrepancies on a timely basis
- Support product change and discontinuation process to ensure the stability of supply.
- Monitor accounts receivable reports and resolves credit issues with customers in alignment with the Credit and Collections group
- Track and analyze key metrics including opportunity pipeline, revenue, and sales forecast through various sales channels
- Generate reports in Excel, PowerPoint, SAP, Tableau, and other tools as needed by sales and management teams

### Profile

#### You are best equipped for this task if you have:

- 3-5 years of experience in inside sales, sales operations or equivalent business function
- Strong team player with initiative and capability to work independently.
- Ability to drive towards simple, scalable solutions to complex business problems.
- Superior organizational skills and attention to detail; demonstrated ability to manage multiple priorities

### At a glance

Location: **Livonia, MI (United States)**  
Job ID: **350710**  
Start date: **as soon as possible**  
Entry level: **3-5 years**  
Type: **Full time**  
Contract: **Permanent**

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Job ID: **350710**  
[www.infineon.com/jobs](https://www.infineon.com/jobs)



- Ability to communicate complex analytical results, both written and verbal, in a clear and easy-to-understand way.
- Fluent in English
- Associate or Bachelor's Degree in Business Administration, Economics, Accounting or related field
- 3-5 years of experience in inside sales, sales operations or equivalent business function
- Solid Microsoft Office skills (including Word, Excel, PowerPoint and Access)
- Experience and/or knowledge of the following systems preferred: SAP, CRM, Microsoft Dynamics 365, JDA S&OP

## 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 Program (EAP); Health Promotion Programs; Reduced Price for Public Transportation

## 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 on-boarding 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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