



Senior Sales Manager

Job description

Do you have significant Sales experience with an expert technical understanding or HiRel products and the Space Market? Join Infineon's IR HiRel team and help define, execute, and manage all sales activities with all IR HiRel products across the Direct, Rep, and Distribution Sales channels.

In your new role you will:

- Define, execute, and manage all sales activities for IR HiRel within specified account base with all IR HiRel products across the Direct, Rep, and Distribution Sales channels. Ensure the achievement of the sales financial objectives within your account base that is established by the IFX Senior Management Team
- Thoroughly understand the Infineon IR HiRel products and how to position them within your customer base. Effectively communicate throughout the cross regional and global team
- Drive value based pricing for products to ensure IR HiRel P&L requirements are met while monitoring competitor behavior
- Execute and win customer programs while providing clear feedback and accountability to the extended team
- Have solid relationships at your strategic customers to proactively drive next generation designs with a focus on early design entry, and a deeper level of customer engagement and partnership
- Utilize ModelN CRM to drive business. Coordinates the input for monthly revenue forecasts and budgets. Assist Global Team with 5 year Blue Book plans
- Drives SAM expansion program with Infineon Cross Divisional products
- Secure significant top and bottom line revenue growth within your focus account base for the IR HiRel and Legacy Cypress HiRel products in support of our One HiRel initiative
- Implements proactive plans to leverage IR HiRel products into focus customers for Maximum ROI and Profitability

Profile

You are best equipped for this task if you have:

- Bachelor of Science, Electrical Engineering preferred, but not required
- 12+ years of Sales Experience
- Expert technical understanding of IR HiRel products and the Space market
- Strategic Thinker
- Team Player

At a glance

Location: **El Segundo, CA (United States)**
Job ID: **350767**
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: **350767**
www.infineon.com/jobs



Infineon **Power & Sensor Systems (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. IR HiRel, part of Infineon PSS, is a leader in high-reliability, rad hard power management and RF solutions for space and other extreme environments.

Our leading-edge power devices make chargers, adapters, power sources 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.

– We drive leading-edge power management, sensing and data transfer capabilities –

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

Benefits

- **El Segundo, CA:** 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; 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.

IR HiRel Products Inc. 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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