



Senior Manager Distribution Partner Management (f/m/div)*

Job description

You are a proactive, solution-oriented and open-minded person, who quickly transforms decisions into actions? There is nothing better for you than being the central point for demand creation projects and to face the challenges of daily exchange at all hierarchical levels with our partners? If this sounds like your personality, then we do have the right job opportunity for you! As a Senior Manager Distribution Partner Management for the European region, you do have the ownership for the business and sales strategy for distribution partners in Europe. Your main goal is to drive sales growth by strategically developing the business through the channel to meet and exceed defined targets.

In your new role, you will:

- **Design, execute and manage sales activities for a complex, pan-regional distributor or a cluster of designated distribution partners** to meet the defined sales objectives in regards to demand creation
- **Maximize the business for all Infineon products according to the business development programs and demand creation strategy** agreed with management and Business Units
- **Manage distribution business (Point of Purchase, Point of Sale, Business / Design Win)** for the customer classes Joint, Core and Mass Market and the Product Class Design-In and Standard
- **Coordinate the formal and contractually relevant communication** to the designated distribution partners (e.g. T&Cs, KPIs, etc.)
- **Secure directly and/or through the contribution of other organization's competencies** the Infineon access to all relevant decision centers of the Distributor and get early visibility of new strategies and business opportunities
- **Drive distributor enablement via supporting distributor training**, regular exchange with distributor headquarters on the relevant market application and product areas and execution in partner field sales organizations and offices
- **Support regular internal and external business reviews with Distributors**, business units to provide structured feedback on demands and requirements from Distribution partners, markets and customers

We welcome remote work.

Profile

At a glance

Location: **Munich (Germany)**
Job ID: **350980**
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: **350980**
www.infineon.com/jobs

Contact

Vivian Dudek
Talent Attraction Manager



You put the customer at the heart of your thoughts and actions and can inspire them over Infineon. You cooperate and communicate openly across different locations to establish lasting relationships and networks and appreciate the contribution of other people. Furthermore, you have a high level of self-motivation and initiative and with your willingness to succeed you constantly find creative solutions to reach your targets.

Beyond, you are best equipped for this task if you have:

- **A degree in electronics, business engineering** or similar with profound knowledge of business-related topics as well as the market and competitor landscape
- At least **6 years of professional experience in sales and management** in the semiconductor industry
- **Ability to apply a variety of interpersonal skills** also at higher management levels to effectively direct, persuade and influence other
- **Competency to evaluate complex situations in the distribution**, EMS and OEM business
- **Excellent coordination and communication skills** to address partners and internal teams
- Good knowledge of **CRM software and sales methodologies**
- **Willingness to travel** on a regular basis to build close customer relationships
- **Very good communication skills in German and English** both verbally and written

Benefits

- **Munich:** 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; Home office options; Part-time work possible (also during parental leave); Sabbatical; On-site creche and kindergarden with 120 spots, open until 6pm; Holiday child care; On-site social counselling and works doctor; Health promotion programs; On-site gym, jogging paths, beachvolleyball, tennis & soccer court; On-site canteen; Private insurance offers; Wage payment in case of sick leave; Corporate pension benefits; Flexible transition into retirement ; Performance bonus; Reduced price for public transport and very own S-Bahn station; 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.

** 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.*

